

Figure 1

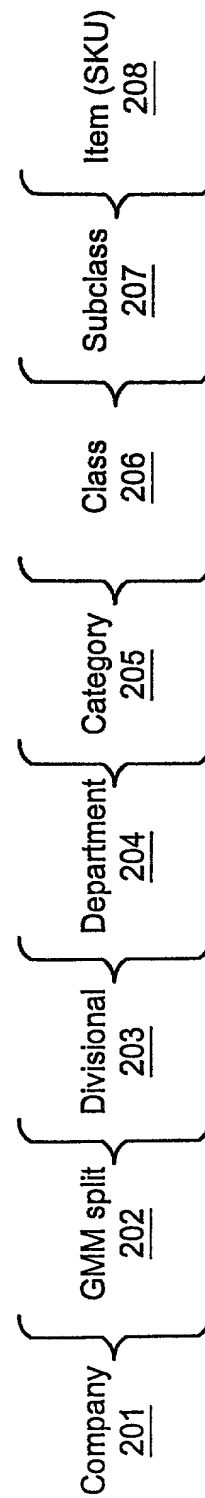


Figure 2

For use in BLFR 1007-1

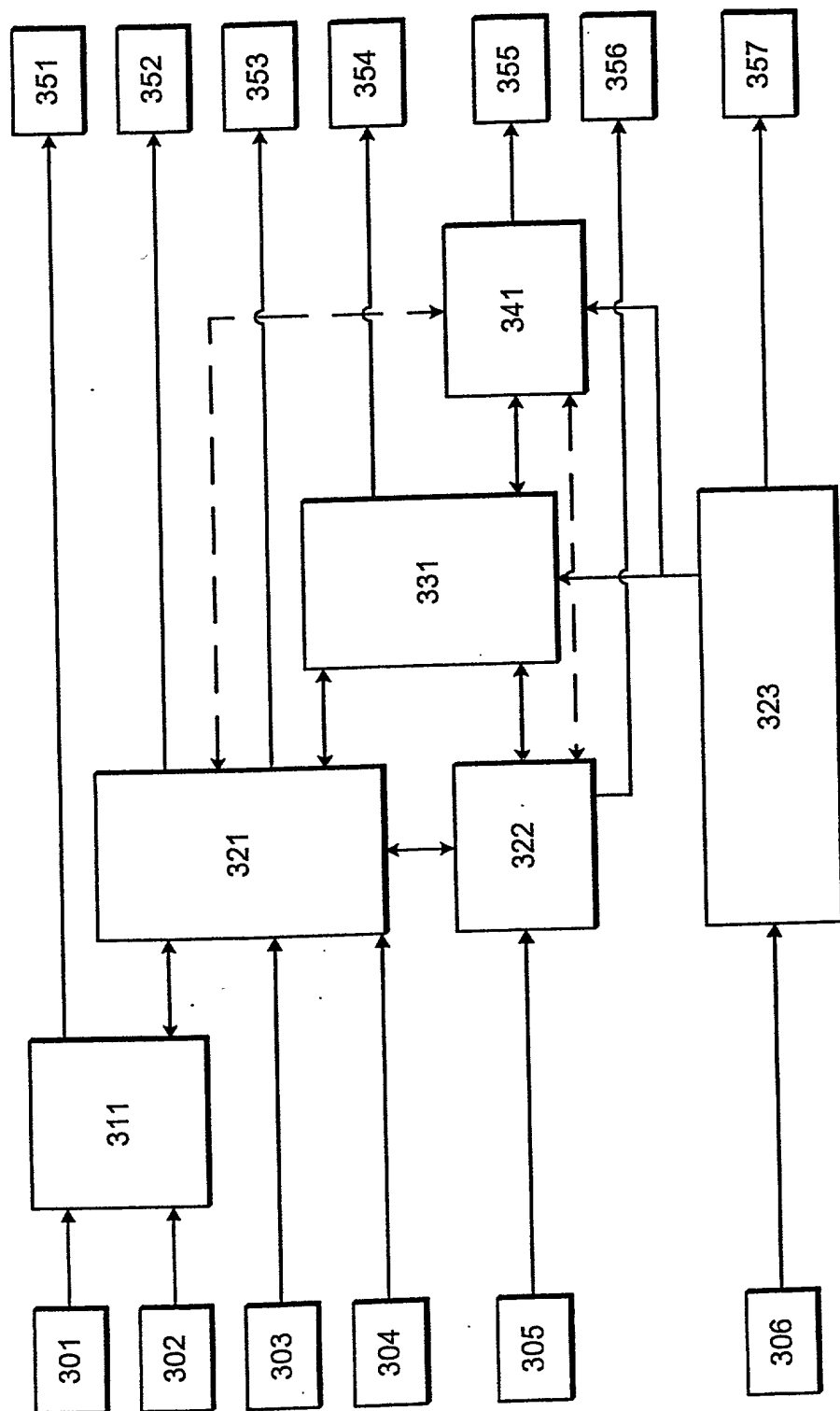


Figure 3

Planning Daily Item Sales and Inventory Report

Activity: Dept 081

UserID: BIII C

Report date: 06/30/01

SKU Numl Description	Date	Total Store & DC Onhand/ Intransit (units)	Total Store Onhand/ Intransit (units)	DC Average Onhand (units)	DC Statistical Onhand (units)	Received Firm POs today (units)	Received Notional POs Orders (units)	All Stores Projected Daily Sales (units)	All Stores Lost Sales (units)
367980 Brand A 12 oz Normal Shampoo	08/12/01	2228	2228	0.0	-3765.0	0	0.0	92	6.3
367981 Brand A 12 oz Normal Shampoo	08/13/01	2140	2140	0.0	-3855.8	0	0.0	88	10.0
367982 Brand A 12 oz Normal Shampoo	08/14/01	2059	2059	0.0	-3939.5	0	0.0	81	16.9
367983 Brand A 12 oz Normal Shampoo	08/15/01	5528	1982	3546.0	-473.0	3546	0.0	77	20.7
367984 Brand A 12 oz Normal Shampoo	08/16/01	5452	5452	0.0	-650.7	0	0.0	76	22.4
367985 Brand A 12 oz Normal Shampoo	08/17/01	5378	5378	0.0	-626.7	0	0.0	74	24.2
367986 Brand A 12 oz Normal Shampoo	08/18/01	5306	5306	0.0	-701.0	0	0.0	72	26.1
367987 Brand A 12 oz Normal Shampoo	08/19/01	5237	5237	0.0	-773.8	0	0.0	70	28.5
367988 Brand A 12 oz Normal Shampoo	08/20/01	5168	5168	0.0	-845.7	0	0.0	69	29.5
367989 Brand A 12 oz Normal Shampoo	08/21/01	5100	5100	0.0	-916.7	0	0.0	68	30.2
367990 Brand A 12 oz Normal Shampoo	08/22/01	5034	5034	0.0	-985.7	0	0.0	66	32.1
367991 Brand A 12 oz Normal Shampoo	08/23/01	4970	4970	0.0	-1052.5	0	0.0	64	34.1
367992 Brand A 12 oz Normal Shampoo	08/24/01	4907	4907	0.0	-1117.8	0	0.0	63	35.4
367993 Brand A 12 oz Normal Shampoo	08/25/01	4847	4847	0.0	-1180.4	0	0.0	60	38.0
367994 Brand A 12 oz Normal Shampoo	08/26/01	4790	4790	0.0	-1240.2	0	0.0	58	40.5
367995 Brand A 12 oz Normal Shampoo	08/27/01	4696	4696	0.0	-1339.1	0	0.0	93	4.7
367996 Brand A 12 oz Normal Shampoo	08/28/01	8149	4603	3546.0	2108.3	3546	0.0	93	4.6
367997 Brand A 12 oz Normal Shampoo	08/29/01	8054	5549	2505.3	2008.3	0	0.0	95	3.5
367998 Brand A 12 oz Normal Shampoo	08/30/01	7950	5542	2417.7	1912.4	0	0.0	95	3.5
		402	408	412	414	416	418	420	422

Figure 4

Planning Monthly Item Performance Summary
 Activity: Department 288
 UserID: Tom C
 Report date: 06/30/01

502 \ 504 \ 506 \ 508 \ 510 \ 512 \ TY 514 \ LY									
Fiscal Year		Fiscal Month		SKU Description		Actual/Forecasted		Frst/Actl Actual (dollars)	
2002 March		2409845	Teal Mock T Forward Cut XXL	Actual		6,284	\$	4,898	
2002 April		2409845	Teal Mock T Forward Cut XXL	Actual		5,985	\$	5,851	
2002 May		2409845	Teal Mock T Forward Cut XXL	Actual		6,953	\$	6,033	
2002 June		2409845	Teal Mock T Forward Cut XXL	Actual		6,754	\$	4,677	
2002 July		2409845	Teal Mock T Forward Cut XXL	Forecasted		6,455	\$	4,697	
2002 August		2409845	Teal Mock T Forward Cut XXL	Forecasted		7,153	\$	6,523	
2002 September		2409845	Teal Mock T Forward Cut XXL	Forecasted		5,774	\$	5,124	
2002 October		2409845	Teal Mock T Forward Cut XXL	Forecasted		8,377	\$	6,000	
2002 November		2409845	Teal Mock T Forward Cut XXL	Forecasted		11,037	\$	5,519	
2002 December		2409845	Teal Mock T Forward Cut XXL	Forecasted		12,145	\$	10,228	
2002 January		2409845	Teal Mock T Forward Cut XXL	Forecasted		8,156	\$	4,448	
2002 February		2409845	Teal Mock T Forward Cut XXL	Forecasted		11,596	\$	7,464	
2003 March		2409845	Teal Mock T Forward Cut XXL	Forecasted		9,223	\$	6,264	
2003 April		2409845	Teal Mock T Forward Cut XXL	Forecasted		9,629	\$	5,985	
2003 May		2409845	Teal Mock T Forward Cut XXL	Forecasted		10,363	\$	6,953	
2003 June		2409845	Teal Mock T Forward Cut XXL	Forecasted		9,948	\$	6,754	
Gross Margin		Dcs + All Stores Inventory		GMROI		Inventory Turns			
TY vs	LY	TY	LY	TY	LY	TY	LY	TY	LY
Actual	Actual	Frst/Actl	Actual	Frst/Actl	Actual	Frst/Actl	Actual	Frst/Actl	Actual
(percent)	(percent)	(percent)	(Retail \$)	(percent)	(Retail \$)	(fraction)	(fraction)	(fraction)	(fraction)
28%	76.5%	80.0%	\$ 17,646	127.2%	\$ 20,582	4.26	2.84	3.83	2.52
2%	81.4%	79.4%	\$ 18,729	146.5%	\$ 27,874	3.83	2.52	3.43	2.79
15%	80.7%	76.9%	\$ 24,315	104.7%	\$ 25,912	3.94	3.05	3.94	3.05
44%	78.0%	76.2%	\$ 20,587	126.3%	\$ 18,398	3.44	3.39	3.72	3.39
37%	77.1%	79.2%	\$ 22,489	111.0%	\$ 16,612	3.97	3.72	3.35	3.08
10%	79.7%	75.8%	\$ 21,647	139.3%	\$ 21,027	5.55	3.36	6.79	3.53
13%	81.8%	77.2%	\$ 20,665	136.8%	\$ 19,945	6.94	4.20	5.49	3.47
40%	74.8%	76.0%	\$ 18,101	137.0%	\$ 21,410	6.42	2.99	5.86	4.26
100%	76.2%	83.0%	\$ 19,499	191.3%	\$ 18,750	6.27	3.83	6.58	3.43
19%	83.4%	83.4%	\$ 21,007	184.3%	\$ 29,255	6.90	3.94		
83%	77.6%	85.0%	\$ 17,821	249.9%	\$ 15,390				
55%	80.0%	84.3%	\$ 21,667	268.1%	\$ 29,922				
47%	79.4%	84.3%	\$ 18,878	330.4%	\$ 17,646				
61%	78.9%	83.5%	\$ 18,430	399.6%	\$ 18,729				
49%	76.9%	83.5%	\$ 18,907	418.1%	\$ 24,315				
47%	76.2%	83.5%	\$ 17,309	418.1%	\$ 20,587				

Figure 5

Planning Monthly Department Performance Summary
 Activity: Department 268
 UserID: Tom C
 Report date: 06/30/01

Fiscal Year	Fiscal Month	502 \ 504 \ 510				512 \ TY 632 \ TY 514				LY 634 \ TY 516				Gross Margin	
		Actual	Forecasted	Actual	Forecasted	Frst/Actl (dollars)	Budget (dollars)	TY Actual (dollars)	TY Budget (dollars)	Frst/Actl (fraction)	Budget (fraction)	TY Actual (percent)	TY Budget (percent)	518 Frst/Actl (percent)	TY (percent)
2002 March	Actual					1,957,606	1,947,162	\$ 1,579,892	\$ 1,579,892	4.53	3.61	79.2%	79.2%	79.2%	79.2%
2002 April	Actual					1,575,102	1,522,683	\$ 1,828,302	\$ 1,828,302	3.23	2.85	-14%	-14%	78.7%	78.7%
2002 May	Actual					2,242,961	2,017,254	\$ 2,010,862	\$ 2,010,862	3.83	3.75	74.5%	74.5%	74.5%	74.5%
2002 June	Actual					1,777,350	1,763,234	\$ 1,461,591	\$ 1,461,591	3.21	3.22	1%	1%	74.7%	74.7%
2002 July	Forecasted					1,744,605	1,817,730	\$ 1,423,254	\$ 1,423,254	3.54	3.65	23%	23%	61.2%	61.2%
2002 August	Forecasted					2,103,932	2,196,365	\$ 1,863,799	\$ 1,863,799	4.32	4.02	13%	13%	77.4%	77.4%
2002 September	Forecasted					1,862,498	1,524,856	\$ 1,552,858	\$ 1,552,858	3.68	3.30	20%	20%	77.9%	77.9%
2002 October	Forecasted					2,792,448	2,754,824	\$ 1,935,587	\$ 1,935,587	4.09	4.16	44%	44%	76.0%	76.0%
2002 November	Forecasted					3,153,360	3,042,855	\$ 1,839,758	\$ 1,839,758	7.83	6.46	71%	71%	82.1%	82.1%
2002 December	Forecasted					3,917,746	3,308,793	\$ 3,299,352	\$ 3,299,352	5.56	4.07	19%	19%	80.3%	80.3%
2002 January	Forecasted					2,265,454	1,945,686	\$ 1,390,039	\$ 1,390,039	6.80	6.43	63%	63%	81.7%	81.7%
2002 February	Forecasted					3,410,470	2,772,804	\$ 2,407,790	\$ 2,407,790	5.39	5.02	42%	42%	81.9%	81.9%
2003 March	Forecasted					2,492,690	2,405,061	\$ 1,957,606	\$ 1,957,606	7.54	6.60	27%	27%	82.6%	82.6%
2003 April	Forecasted					2,469,050	2,231,952	\$ 1,575,102	\$ 1,575,102	7.54	6.60	57%	57%	82.7%	82.7%
2003 May	Forecasted					3,047,941	2,882,961	\$ 2,242,961	\$ 2,242,961	6.60	6.60	36%	36%	82.7%	82.7%
2003 June	Forecasted					2,986,962	2,882,961	\$ 1,777,350	\$ 1,777,350	6.60	6.60	66%	66%	82.7%	82.7%

DCs + All Stores Inventory				Inventory Turns			
TY Budget (percent)	LY Actual (percent)	Frst/Actl (Retail \$)	TY Budget (Retail \$)	TY Frst/Actl (fraction)	TY Budget (fraction)	LY Actual (fraction)	TY Actual (fraction)
78.6%	80.5%	\$ 5,189,904	\$ 6,473,860	1192%	4.53	3.61	2.75
79.0%	82.2%	\$ 5,852,758	\$ 6,410,154	1157%	3.23	2.85	2.44
78.6%	81.0%	\$ 6,398,659	\$ 6,463,467	1013%	3.83	3.75	2.98
78.7%	81.3%	\$ 6,640,981	\$ 6,571,469	997%	3.21	3.22	2.86
77.5%	79.5%	\$ 5,918,243	\$ 5,977,985	900%	3.54	3.65	3.29
75.2%	80.5%	\$ 5,850,612	\$ 6,556,314	1229%	4.32	4.02	3.51
76.8%	80.1%	\$ 6,077,897	\$ 5,544,929	1324%	3.68	3.30	3.27
79.3%	76.3%	\$ 5,639,061	\$ 7,949,535	1370%	4.09	4.16	3.58
79.3%	78.6%	\$ 6,499,610	\$ 6,663,186	1640%	5.82	5.48	3.65
80.4%	79.2%	\$ 6,002,135	\$ 6,145,497	1784%	7.83	6.46	4.06
77.1%	69.2%	\$ 5,748,753	\$ 5,735,160	2082%	5.56	4.07	3.36
78.1%	77.6%	\$ 6,018,715	\$ 5,172,405	2366%	6.80	6.43	3.83
79.1%	79.2%	\$ 5,552,262	\$ 5,749,150	2679%	5.39	5.02	4.53
78.9%	78.7%	\$ 4,980,960	\$ 4,914,390	3074%	5.95	5.45	3.23
78.1%	74.5%	\$ 4,847,844	\$ 5,241,747	3689%	7.54	6.60	3.83
78.1%	74.7%	\$ 4,847,844	\$ 5,241,747	3689%	7.54	6.60	3.21

GMR				Inventory Turns			
TY Budget (percent)	LY Actual (percent)	Frst/Actl (Retail \$)	TY Budget (Retail \$)	TY Frst/Actl (fraction)	TY Budget (fraction)	LY Actual (fraction)	TY Actual (fraction)
78.6%	80.5%	\$ 5,189,904	\$ 6,473,860	1192%	4.53	3.61	2.75
79.0%	82.2%	\$ 5,852,758	\$ 6,410,154	1157%	3.23	2.85	2.44
78.6%	81.0%	\$ 6,398,659	\$ 6,463,467	1013%	3.83	3.75	2.98
78.7%	81.3%	\$ 6,640,981	\$ 6,571,469	997%	3.21	3.22	2.86
77.5%	79.5%	\$ 5,918,243	\$ 5,977,985	900%	3.54	3.65	3.29
75.2%	80.5%	\$ 5,850,612	\$ 6,556,314	1229%	4.32	4.02	3.51
76.8%	80.1%	\$ 6,077,897	\$ 5,544,929	1324%	3.68	3.30	3.27
79.3%	76.3%	\$ 5,639,061	\$ 7,949,535	1370%	4.09	4.16	3.58
79.3%	78.6%	\$ 6,499,610	\$ 6,663,186	1640%	5.82	5.48	3.65
80.4%	79.2%	\$ 6,002,135	\$ 6,145,497	1784%	7.83	6.46	4.06
77.1%	69.2%	\$ 5,748,753	\$ 5,735,160	2082%	5.56	4.07	3.36
78.1%	77.6%	\$ 6,018,715	\$ 5,172,405	2366%	6.80	6.43	3.83
79.1%	79.2%	\$ 5,552,262	\$ 5,749,150	2679%	5.39	5.02	4.53
78.9%	78.7%	\$ 4,980,960	\$ 4,914,390	3074%	5.95	5.45	3.23
78.1%	74.5%	\$ 4,847,844	\$ 5,241,747	3689%	7.54	6.60	3.83
78.1%	74.7%	\$ 4,847,844	\$ 5,241,747	3689%	7.54	6.60	3.21

Figure 6

Planning Monthly Item Performance Summary
 Activity: Department 288
 UserID: Tom C
 Report date: 06/30/01

All Stores Revenue Dollars									
512 \ TY 632 \ TY 514		LY 634 \ TY		TY vs					
Fiscal Year	Fiscal Month	SKU Description	Actual/Forecasted	Frst/Actl (dollars)	Budget (dollars)	Actual (dollars)	Budget (percent)	Actual (percent)	Budget (percent)
2002 March	2002 March	2409845 Teal Mock T Forward Cut XXL	Actual	6,284	5,841	4,898	7%		
2002 April	2002 April	2409845 Teal Mock T Forward Cut XXL	Actual	5,985	4,568	5,851	31%		
2002 May	2002 May	2409845 Teal Mock T Forward Cut XXL	Actual	6,953	6,052	6,033	15%		
2002 June	2002 June	2409845 Teal Mock T Forward Cut XXL	Actual	6,754	5,290	4,677	28%		
2002 July	2002 July	2409845 Teal Mock T Forward Cut XXL	Forecasted	6,455	5,453	4,697	18%		
2002 August	2002 August	2409845 Teal Mock T Forward Cut XXL	Forecasted	7,153	6,589	6,523	9%		
2002 September	2002 September	2409845 Teal Mock T Forward Cut XXL	Forecasted	5,774	4,575	5,124	26%		
2002 October	2002 October	2409845 Teal Mock T Forward Cut XXL	Forecasted	8,377	8,264	6,000	1%		
2002 November	2002 November	2409845 Teal Mock T Forward Cut XXL	Forecasted	11,037	9,129	5,519	21%		
2002 December	2002 December	2409845 Teal Mock T Forward Cut XXL	Forecasted	12,145	9,928	10,228	22%		
2002 January	2002 January	2409845 Teal Mock T Forward Cut XXL	Forecasted	8,156	5,837	4,448	40%		
2002 February	2002 February	2409845 Teal Mock T Forward Cut XXL	Forecasted	11,598	8,318	7,464	38%		
2003 March	2003 March	2409845 Teal Mock T Forward Cut XXL	Forecasted	9,223	7,215	6,264	28%		
2003 April	2003 April	2409845 Teal Mock T Forward Cut XXL	Forecasted	9,629	6,696	5,985	44%		
2003 May	2003 May	2409845 Teal Mock T Forward Cut XXL	Forecasted	10,363	8,649	6,953	20%		
2003 June	2003 June	2409845 Teal Mock T Forward Cut XXL	Forecasted	9,948	8,649	6,754	15%		

DCS + All Stores Inventory									
516 \ 518 \ 638 \ 520		522 \ 640		524 \ 526		528 \ 642		530	
TY vs	LY	TY	LY	TY	LY	TY	LY	TY	LY
Actual	Actual	Frst/Actl	Budget	Frst/Actl	Budget	Frst/Actl	Budget	Frst/Actl	Budget
(percent)	(percent)	(Retail \$)	(Retail \$)	(Retail \$)	(Retail \$)	(fraction)	(fraction)	(fraction)	(fraction)
28%	28%	17,846	19,422	20,682	20,682	1272%	1272%	4.26	2.84
2%	81.4%	18,729	19,230	27,874	27,874	1465%	1465%	3.83	2.52
15%	80.7%	24,315	19,390	25,912	25,912	1047%	1047%	3.43	2.79
44%	78.0%	20,587	19,714	18,398	18,398	1263%	1263%	3.94	3.05
37%	77.1%	22,489	17,934	16,612	16,612	1110%	1110%	3.44	3.39
10%	79.7%	21,647	19,669	21,027	21,027	1393%	1393%	3.97	3.72
13%	81.8%	20,665	16,635	19,945	19,945	1368%	1368%	3.35	3.08
40%	74.8%	18,101	23,849	19,455	21,410	1370%	1370%	5.55	3.36
100%	76.2%	19,499	19,980	18,750	18,750	1913%	1913%	6.79	3.53
19%	81.6%	21,007	18,436	29,255	29,255	1843%	1843%	6.94	4.20
83%	69.8%	17,821	17,205	15,390	15,390	2499%	2499%	5.49	3.47
55%	77.6%	21,667	15,517	29,922	29,922	2681%	2681%	6.42	2.99
47%	80.0%	18,878	17,247	17,646	17,646	3304%	3304%	5.86	4.26
61%	79.4%	18,430	14,743	18,729	18,729	3996%	3996%	6.27	3.83
49%	76.9%	18,907	15,725	24,315	24,315	4181%	4181%	6.58	3.43
47%	76.2%	17,309	15,725	20,587	20,587	4181%	4181%	6.60	3.94

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Future Promotional Planning Report

Event: Diffuser

Begin Date: 8/20/2001

End Date: 9/16/2001

UserID: Tom B

Report Date: 6/28/2001

802 \ 804 \ 806 \		810 \ 812 \		814 \ 816 \	
Dept	Number Description	Promo	SRP	Future (units)	Future (dollars)
001	121072 DIFFUSER ROOM	Launch - Non-price Intro	\$15.00	854	\$12,815.11
001	121102 BRUSH FACE OVAL ACRYL	Launch - Non-price Intro	\$5.00	2,869	\$14,344.16
001	121105 BRUSH FOLDING WITH MIRROR	Launch - Non-price Intro	\$5.00	2,869	\$14,297.25
001	121111 BUFFER FACE LOOFAH S/12..	Launch - Non-price Intro	\$4.50	4,087	\$18,390.26
001	121120 GLOVES MOISTURE NTRL	Launch - Non-price Intro	\$10.00	1,910	\$19,099.86
001	121167 BRUSH HAIR ALUM SM 3.3cm.	Launch - Non-price Intro	\$10.00	1,061	\$10,608.76
001	121168 BRUSH HAIR ALUM LG 4cm.	Launch - Non-price Intro	\$12.00	923	\$11,071.57
001	121513 SPONGE PVA SEA BODY	Launch - Non-price Intro	\$10.00	2,510	\$25,097.62
005	144699 EYE STICK OLIVE WHEAT KIT	Coordinate - Non-price Feature	\$15.00	5,941	\$89,120.69
005	144701 EYE STICK OLIVE OATMEAL KIT	Coordinate - Non-price Feature	\$15.00	4,473	\$67,092.77
005	148618 Tint & Shine Bronze	Coordinate - Non-price Feature	\$15.00	2,962	\$44,428.06
005	148620 Tint & Shine Plum	Coordinate - Non-price Feature	\$15.00	3,901	\$58,514.93
012	120703 LIP BALM MANDARIN BORN LIPPY	Promotion - X for \$ (<=25%)	\$5.00	5,021	\$25,322.10
012	120705 LIP BALM STRWBRY BORN LIPPY	Promotion - X for \$ (<=25%)	\$5.00	5,795	\$28,630.65
012	120706 LIP BALM LIME BORN LIPPY	Promotion - X for \$ (<=25%)	\$5.00	7,912	\$39,626.98
012	120707 LIP BALM PASSIONBERRY	Promotion - X for \$ (<=25%)	\$5.00	3,907	\$19,603.77
				6,970	\$29,624.27

All Stores Revenue		814 \ 816 \	
Future (units)	Future (dollars)	Future (units)	Future (dollars)
854	\$12,815.11	854	\$12,815.11
2,869	\$14,344.16	2,869	\$14,344.16
2,869	\$14,297.25	2,869	\$14,297.25
4,087	\$18,390.26	4,087	\$18,390.26
1,910	\$19,099.86	1,910	\$19,099.86
1,061	\$10,608.76	1,061	\$10,608.76
923	\$11,071.57	923	\$11,071.57
2,510	\$25,097.62	2,510	\$25,097.62
5,941	\$89,120.69	5,941	\$89,120.69
4,473	\$67,092.77	4,473	\$67,092.77
2,962	\$44,428.06	2,962	\$44,428.06
3,901	\$58,514.93	3,901	\$58,514.93
5,021	\$25,322.10	5,021	\$25,322.10
5,795	\$28,630.65	5,795	\$28,630.65
7,912	\$39,626.98	7,912	\$39,626.98
3,907	\$19,603.77	3,907	\$19,603.77
6,970	\$29,624.27	6,970	\$29,624.27

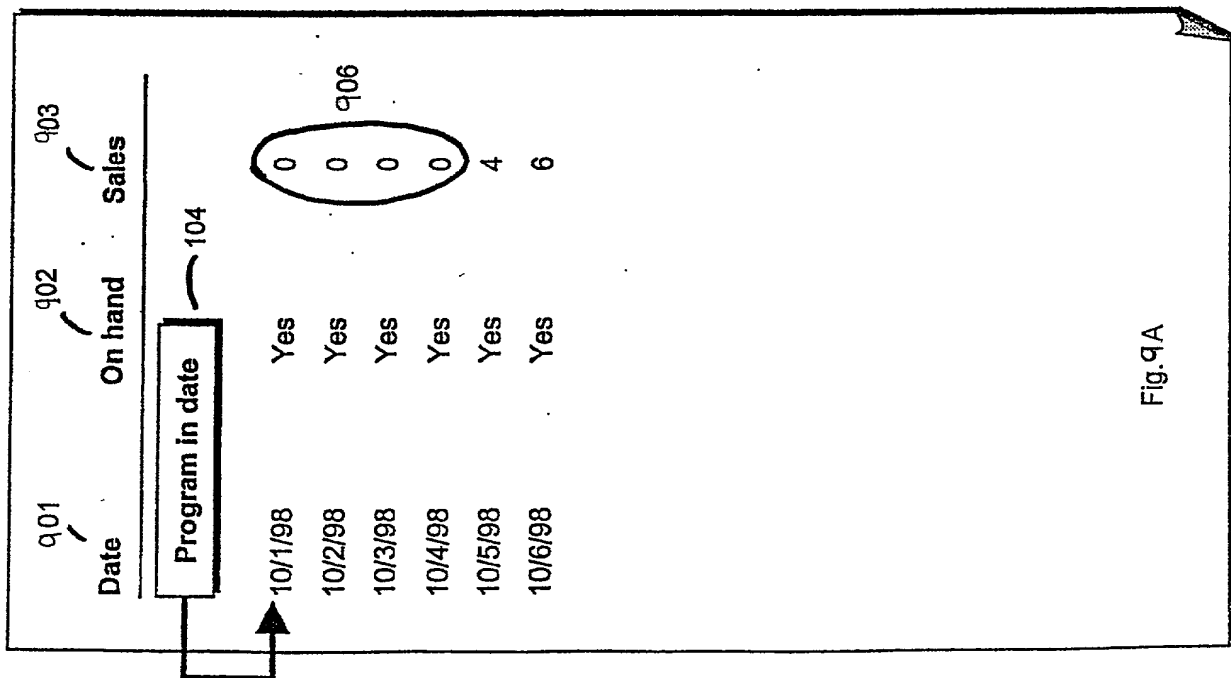
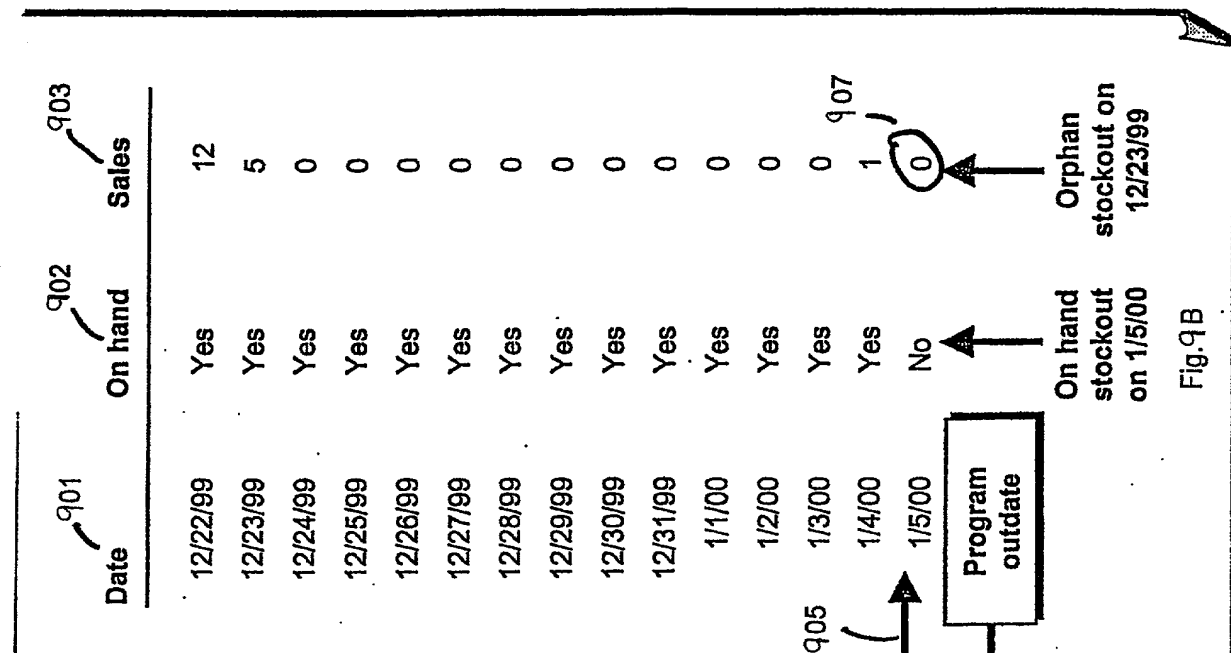
All Stores Lost Sales		818 \ 820 \	
Future (units)	Future (dollars)	Future (units)	Future (dollars)
0	\$9.25	0	\$9.25
4	\$19.00	4	\$19.00
9	\$45.45	9	\$45.45
106	\$477.74	106	\$477.74
15	\$150.18	15	\$150.18
1	\$9.87	1	\$9.87
1	\$13.62	1	\$13.62
3	\$26.09	3	\$26.09
7	\$99.22	7	\$99.22
5	\$69.39	5	\$69.39
1	\$58.37	1	\$58.37
1	\$71.77	1	\$71.77
2	\$96.76	2	\$96.76
7	\$36.83	7	\$36.83
170	\$726.48	170	\$726.48
4	\$18.53	4	\$18.53
8	\$39.87	8	\$39.87

All Stores		822 \ 824 \	
Gross Margin (percent)	SRP Gross Margin (percent)	Gross Margin (percent)	SRP Gross Margin (percent)
76.07%	76.07%	76.07%	76.07%
81.20%	81.20%	81.20%	81.20%
85.00%	85.00%	85.00%	85.00%
87.33%	87.33%	87.33%	87.33%
81.00%	81.00%	81.00%	81.00%
71.40%	71.40%	71.40%	71.40%
69.33%	69.33%	69.33%	69.33%
71.40%	71.40%	71.40%	71.40%
86.47%	86.47%	86.47%	86.47%
86.47%	86.47%	86.47%	86.47%
80.93%	80.93%	80.93%	80.93%
80.93%	80.93%	80.93%	80.93%
80.93%	80.93%	80.93%	80.93%
87.20%	87.20%	87.20%	87.20%
84.94%	84.94%	84.94%	84.94%
87.20%	87.20%	87.20%	87.20%
84.94%	84.94%	84.94%	84.94%

Starting Inventory		826 \ 828 \	
All Stores & DC (units)	Ending Inventory	All Stores & DC (units)	First Day Pk
1,403	61	61	5
5,315	8,215	8,215	8
13,871	11,451	11,451	8
7,153	4,245	4,245	8
4,315	5,321	5,321	12
2,819	2,079	2,079	18
2,035	1,209	1,209	4
5,810	9,145	9,145	9
16,341	11,320	11,320	5
12,591	8,748	8,748	6
6,058	3,324	3,324	8
7,947	4,508	4,508	13
9,637	5,480	5,480	13
8,531	22,840	22,840	13
7,880	30,298	30,298	24
12,913	18,464	18,464	44
8,665	2,314	2,314	36

All Stores		830 \ 832 \ 834 \	
Low Vol Store (units)	Med Vol Store (units)	High Vol Store (units)	First Day Pk
5	9	14	5
8	8	8	8
8	8	8	8
6	8	12	8
9	18	28	9
4	4	6	4
4	9	12	4
5	5	5	5
6	8	12	6
6	8	14	6
13	13	26	13
13	13	26	13
13	13	26	13
24	44	44	24
36	44	56	36
36	56	64	36

Figure 8



Actual sales

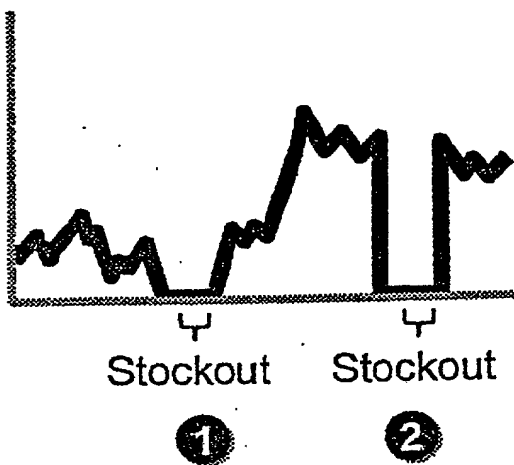


Fig.10 A

Average sales

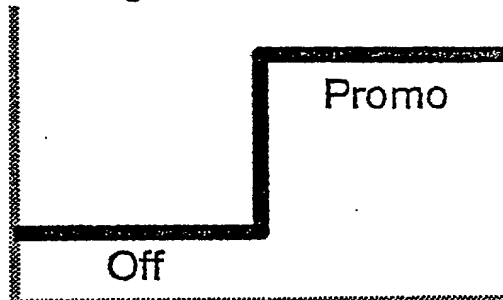


Fig. 10 B

Profile fill
Sales profile

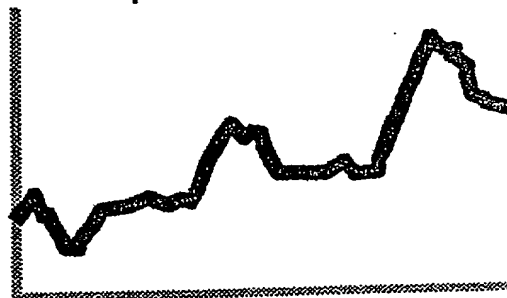


Fig.10 C

FOI b7D b7E b7F b7G b7H b7I b7J b7K b7L b7M b7N b7O b7P b7Q b7R b7S b7T b7U b7V b7W b7X b7Y b7Z

Items		105421	105422	105423	105424	...	Totals
Locations							
001		235	1021	427	2050		
002		295	1421	681	3561		
003		405	2435	828 ¹¹⁰¹	4829		
.		186	876	-	1628		
.		508	3250	975	5243		
891		325	2072	501	4222		

1102

Fig. 11

Sheet Profiles 1201 1202 1203

Location	Location Name	Unit Factor
0001	BROADWAY 1	0.00691709
0002	PARAMUS	0.00643245
0003	TYSON'S CORNER	0.00827788
0004	MONTGOMERY MALL	0.00486934
0005	LEXINGTON	0.00584321
0006	NEW MADISON AVENUE	0.00486934
0007	BROADWAY 2	0.00714170
0008	ROCKAWAY	0.00470703
0009	GEORGETOWN	0.00324623
0010	EMERALD SQUARE	0.00389547
0011	WOODBIDGE	0.00600552
0012	MALL OF NEW HAMPSHIRE	0.00097387
0013	FASHION CENTER	0.00811557
0014	MANHATTAN MALL	0.01119948
0016	STATEN ISLAND	0.00714170
0017	LAKE SIDE MALL	0.00292160
0018	PHEASANT LANE	0.00405778
0019	WILLOWBROOK, NJ	0.00876481
0020	SOUTH STREET	0.00275929
0021	FAIRLANE TOWN CENTER	0.00373316
0022	TWELVE OAKS	0.00535527

State Name:

Product:

Product Location:

Cancel

Fig. 12

1301 1302

Share: Profiles

Date	Unit/Fraction
1/31/99	0.00143485
2/1/99	0.00143485
2/2/99	0.00143485
2/3/99	0.00143485
2/4/99	0.00143485
2/5/99	0.00143485
2/6/99	0.00143485
2/7/99	0.00143485
2/8/99	0.00143485
2/9/99	0.00143485
2/10/99	0.00143485
2/11/99	0.00143485
2/12/99	0.00143485
2/13/99	0.00143485
2/14/99	0.00143485
2/15/99	0.00143485
2/16/99	0.00143485
2/17/99	0.00143485
2/18/99	0.00143485
2/19/99	0.00143485
2/20/99	0.00143485
2/21/99	0.00143485

Profile Name:

Product:

Product Location:

Cancel

Fig.13

Form 3000

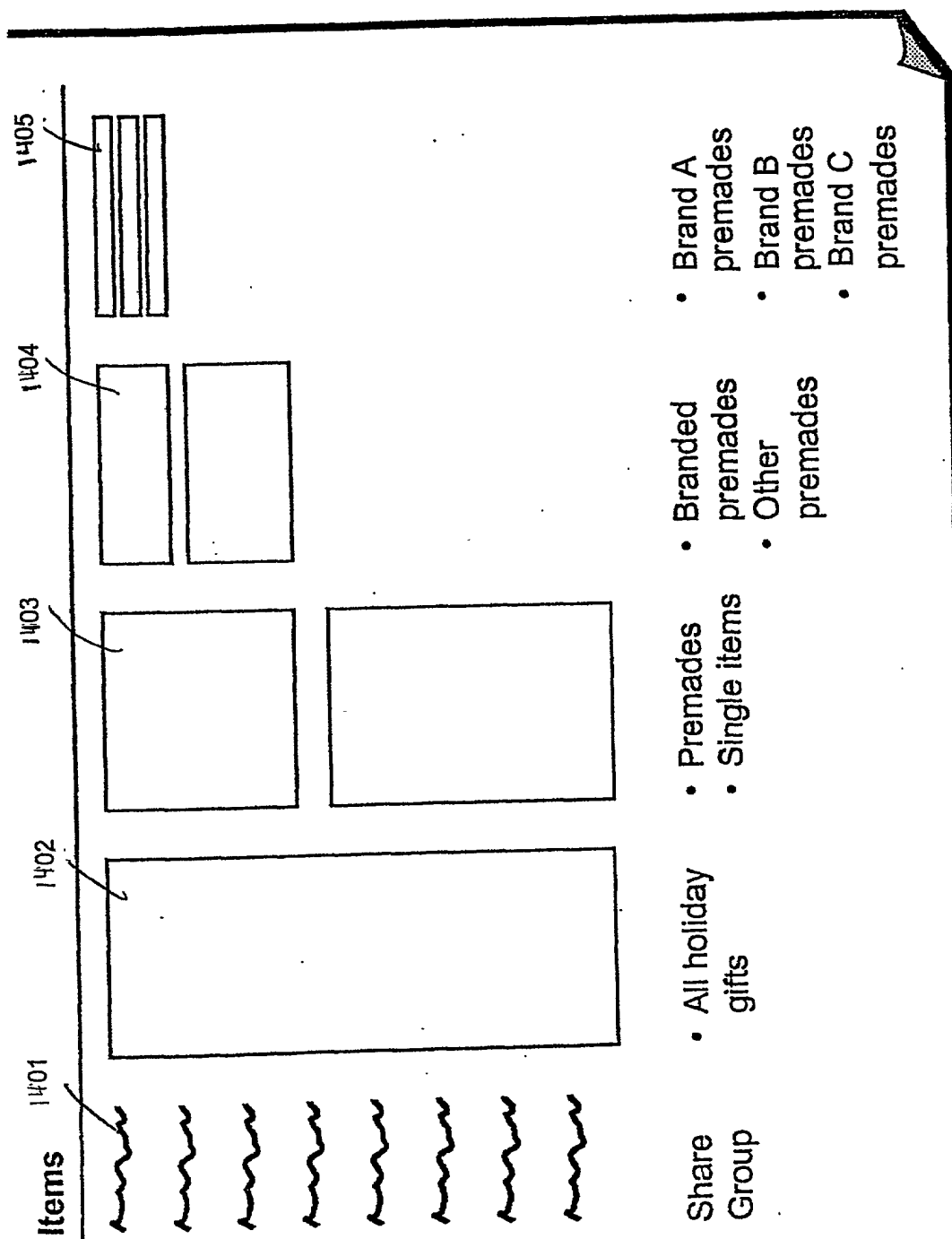


Fig. 14

[illegible][illegible]

A		B	C	D	E	F	G	H	I	J	K	L
FASHION MODEL STOCK REPORT - ONE ITEM ALL LOCATIONS												
12010 NATURAL FACE ENHANCER												
STS	Location	STS Location Description	In Date	Out Date	Activity	Profile	PQ	Plan	Share	Interweave	Model	Cumulative Sales
Number	STS	Location Description	In Date	Out Date	Activity	Profile	PQ	Share	Share	Share	Share	Share
1	1	1 BROADWAY 1	3/4/00	9/30/00	9/30/00	Space Jun		0	0.007915	0.008251	0.007915	94.97428
2	2	2 PARAMUS	3/4/00	9/30/00	9/30/00	Space Jun		0	0.001979	0.003525	0.001979	23.74357
3	3	3 TYSON'S CORNER	3/4/00	9/30/00	9/30/00	Space Jun		0	0.004296	0.006178	0.004296	51.55747
4	4	4 MONTGOMERY MALL	3/4/00	9/30/00	9/30/00	Space Jun		0	0.002996	0.002996	0.002996	35.95455
5	5	5 LEXINGTON	3/4/00	9/30/00	9/30/00	Space Jun		0	0.005597	0.006214	0.005597	67.16038
6	6	6 NEW MADISON AVENUE	3/4/00	9/30/00	9/30/00	Space Jun		0	0.006727	0.006717	0.006727	80.72814
7	7	7 BROADWAY 2	3/4/00	9/30/00	9/30/00	Space Jun		0	0.007293	0.006687	0.007293	87.51201
8	8	8 ROCKAWAY	3/4/00	9/30/00	9/30/00	Space Jun		0	0.00277	0.003761	0.00277	33.241
9	9	9 GEORGETOWN	3/4/00	9/30/00	9/30/00	Space Jun		0	0.004636	0.003871	0.004636	55.62779
10	10	10 EMERALD SQUARE	3/4/00	9/30/00	9/30/00	Space Jun		0	0.0026	0.002862	0.0026	31.20583
11	11	11 WOODBRIDGE	3/4/00	9/30/00	9/30/00	Space Jun		0	0.003957	0.005198	0.003957	47.48714
12	12	12 MALL OF NEW HAMPSHIRE	3/4/00	9/30/00	9/30/00	Space Jun		0	0.003618	0.002337	0.003618	43.41681
13	13	13 FASHION CENTER	3/4/00	9/30/00	9/30/00	Space Jun		0	0.004014	0.008657	0.004014	48.18553
14	14	14 MANHATTAN MALL	3/4/00	9/30/00	9/30/00	Space Jun		0	0.008932	0.011563	0.008932	107.1853
15	15	15 STATEN ISLAND	3/4/00	9/30/00	9/30/00	Space Jun		0	0.004523	0.003954	0.004523	54.27102
16	16	16 LAKESIDE MALL	3/4/00	9/30/00	9/30/00	Space Jun		0	0.002205	0.003923	0.002205	26.45712
17	17	17 PHEASANT LANE	3/4/00	9/30/00	9/30/00	Space Jun		0	0.002544	0.002619	0.002544	30.52745
18	18	18 WILLOWBROOK, NJ	3/4/00	9/30/00	9/30/00	Space Jun		0	0.004127	0.006049	0.004127	49.5223
19	19	19 SOUTH STREET	3/4/00	9/30/00	9/30/00	Space Jun		0	0.004466	0.004645	0.004466	53.59263
20	20	20 FAIRLANE TOWN CENTER	3/4/00	9/30/00	9/30/00	Space Jun		0	0.00147	0.002879	0.00147	17.63808
21	21	21 TWELVE OAKS	3/4/00	9/30/00	9/30/00	Space Jun		0	0.00277	0.004052	0.00277	33.241
22	22	22 BURLINGTON MALL	3/4/00	9/30/00	9/30/00	Space Jun		0	0.006614	0.007451	0.006614	79.37136
23	23	23 WHITE MARSH	3/4/00	9/30/00	9/30/00	Space Jun		0	0.002148	0.002741	0.002148	25.77873
24	24	24 WHITE MARSH	3/4/00	9/30/00	9/30/00	Space Jun		0	0.002148	0.002741	0.002148	25.77873

Fig. 16

TOE720 55250600

B		C	D	E	F	G	H	I	J	K	L	M	N	O	P
SUB-DISTRICT REPORT - ONE ITEM ALL LOCATIONS															
NATURAL FACE EXCHANGER															
N	ST/Location Description	Dist		Activity		Cumulative Previous		Case		Case		Case		Case	
		Date	End	Stock	Shipment	Shipment	Shipment	Shipment	Shipment	Shipment	Shipment	Shipment	Shipment	Shipment	Shipment
		124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
1	BROADWAY 1	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
2	PARAMUS	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
3	TYSON'S CORNER	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
4	MONTGOMERY MALL	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
5	LEXINGTON	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
6	NEW MADISON AVENUE	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
7	BROADWAY 2	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
8	ROCKAWAY	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
9	GEORGETOWN	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
10	EMERALD SQUARE	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
11	WOODBIDGE	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
12	MALL OF NEW HAMPSHIRE	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
13	FASHION CENTER	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
14	MANHATTAN MALL	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
15	STATEN ISLAND	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
16	LAKESIDE MALL	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
17	PHEASANT LANE	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
18	WILLOWBROOK, NJ	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
19	SOUTH STREET	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
20	FAIRLANE TOWN CENTER	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
21	TWELVE OAKS	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
22	BURLINGTON MALL	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
23	WHITE MARSH	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
24	FREEHOLD	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
25	CHICAGO PLACE	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
26	CITY CENTER	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
27	TOWER CITY	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
28	BRIARWOOD MALL	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
29	CHERRY HILL	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
30	CLACKAMAS TOWN CENTER	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00
31	BUCKLAND HILLS	124.00	Last	124.00	Last	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00	930.00

Fig. 17

FOET 20 55250660

Markdown Setup - Change Activity

File

Activity:

Date:

Level:

Products and Locations:

Locations for selected Activity:

TBS TBS

Remove from Activity

Products for selected Activity:

PLU 9511

View Location

Show Tree

View Products

Apply

Cancel

OK

Apply

Help

Fig. 18

1007-10-53250660

Markdown Setup - Change Activity

Activity: Date: Level:

Products and Locations:

Markdown Dates:

<input type="text" value="2/9/00"/>	<input type="text" value="2/10/00"/>	<input type="text" value="2/11/00"/>	<input type="text" value="2/12/00"/>	<input type="text" value="2/13/00"/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>
-------------------------------------	--------------------------------------	--------------------------------------	--------------------------------------	--------------------------------------	-------------------------------	-------------------------------	-------------------------------	-------------------------------	-------------------------------

Buttons: Add, Edit, Copy, Paste, Print, OK, Cancel, Apply, Help

Fig. 19

Markdown Event Discount List			
File			
Products and Discount List Discount List by Product			
All Products			
Search	<input type="text" value="9511"/>		
View Product Tree			
Add Delete List by Product			
Cancel			

Description	Discount Pct	List Pct
* Merckdown Test	0.25	2
Merckdown Test	0.3	2.5
Merckdown Test	0.5	3.5
Ron	0.25	7
Ron?	5	4
*		

ID	Name
<input type="checkbox"/> 7992	FRAGRANCE COLOUR STICK MOCHA
<input type="checkbox"/> 7993	EYESHINE GOLD LEAF
<input type="checkbox"/> 7994	EYESHINE GOLDEN MOSS
<input type="checkbox"/> 7995	EYESHINE NIGHT SHINE
<input type="checkbox"/> 7996	SHADOW LUSTER CRAYON MIDNIGHT
<input type="checkbox"/> 7997	SHADOW LUSTER CRAYON OLD GOLD
<input type="checkbox"/> 7998	SHADOW LUSTER CRAYON AZURE
<input type="checkbox"/> 8487	CELLULOSE SPONGE
<input type="checkbox"/> 8699	WHISTLE STOP THE VIOLENCE
<input type="checkbox"/> 8738	EYE GEL UNFRAGRANCED
<input type="checkbox"/> 8987	METAL CYLINDER AROMA JAR
<input type="checkbox"/> 8996	SPRINGB99 HEMP COSMETIC BAG
<input type="checkbox"/> 8997	SPRING 99 HEMP WASH BAG
<input type="checkbox"/> 9324	CORE UP AMETHYST
<input type="checkbox"/> 9324	CORE UP AMETHYST
<input type="checkbox"/> 9337	EYE DERNER NAVY
<input type="checkbox"/> 9391	N/A
<input checked="" type="checkbox"/> 9511	XMAS99 FOOT STARTER STOCKING
<input type="checkbox"/> 9512	XMAS99 FOOT STARTER STARLANDERS
4	

Fig. 20

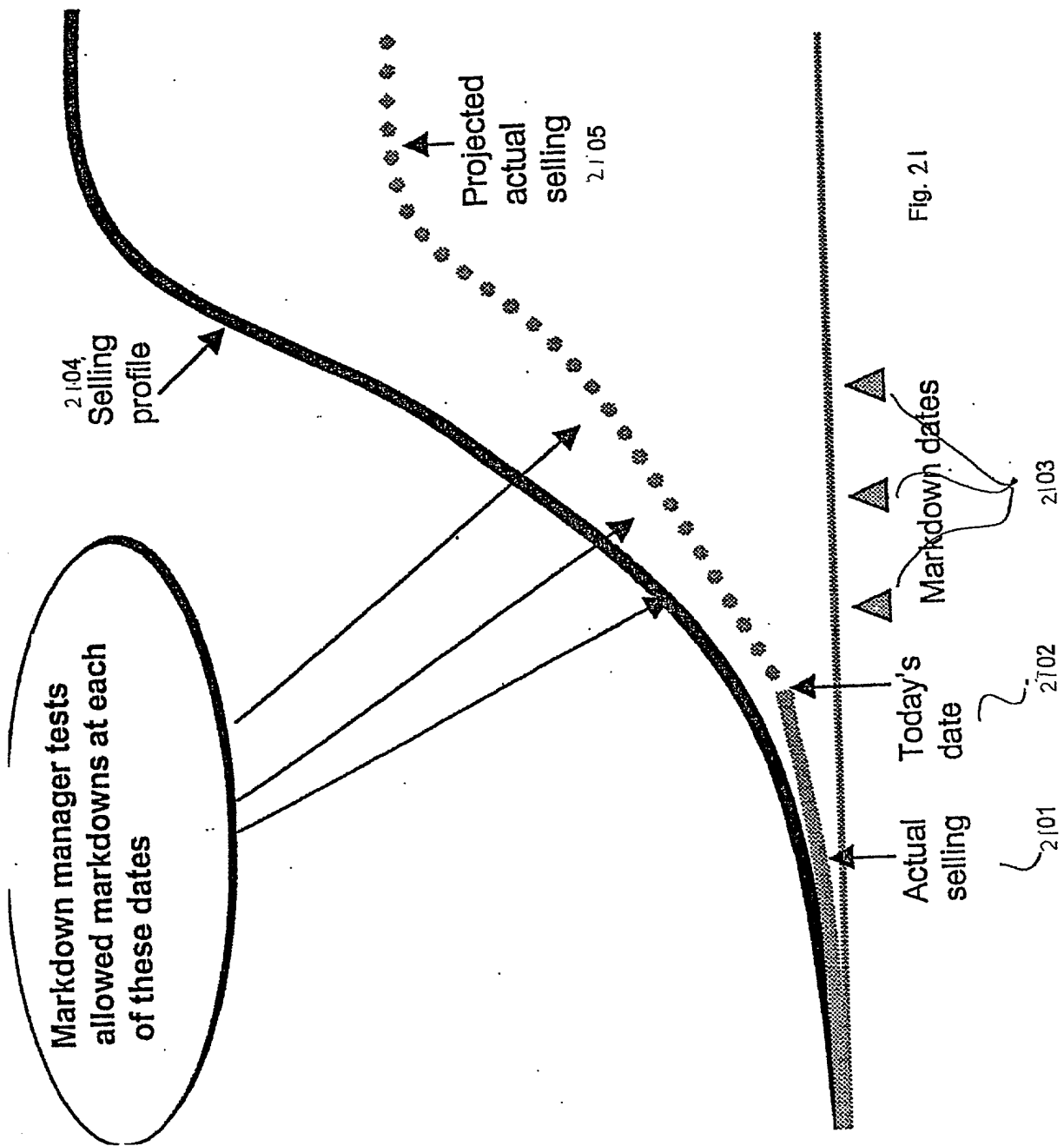
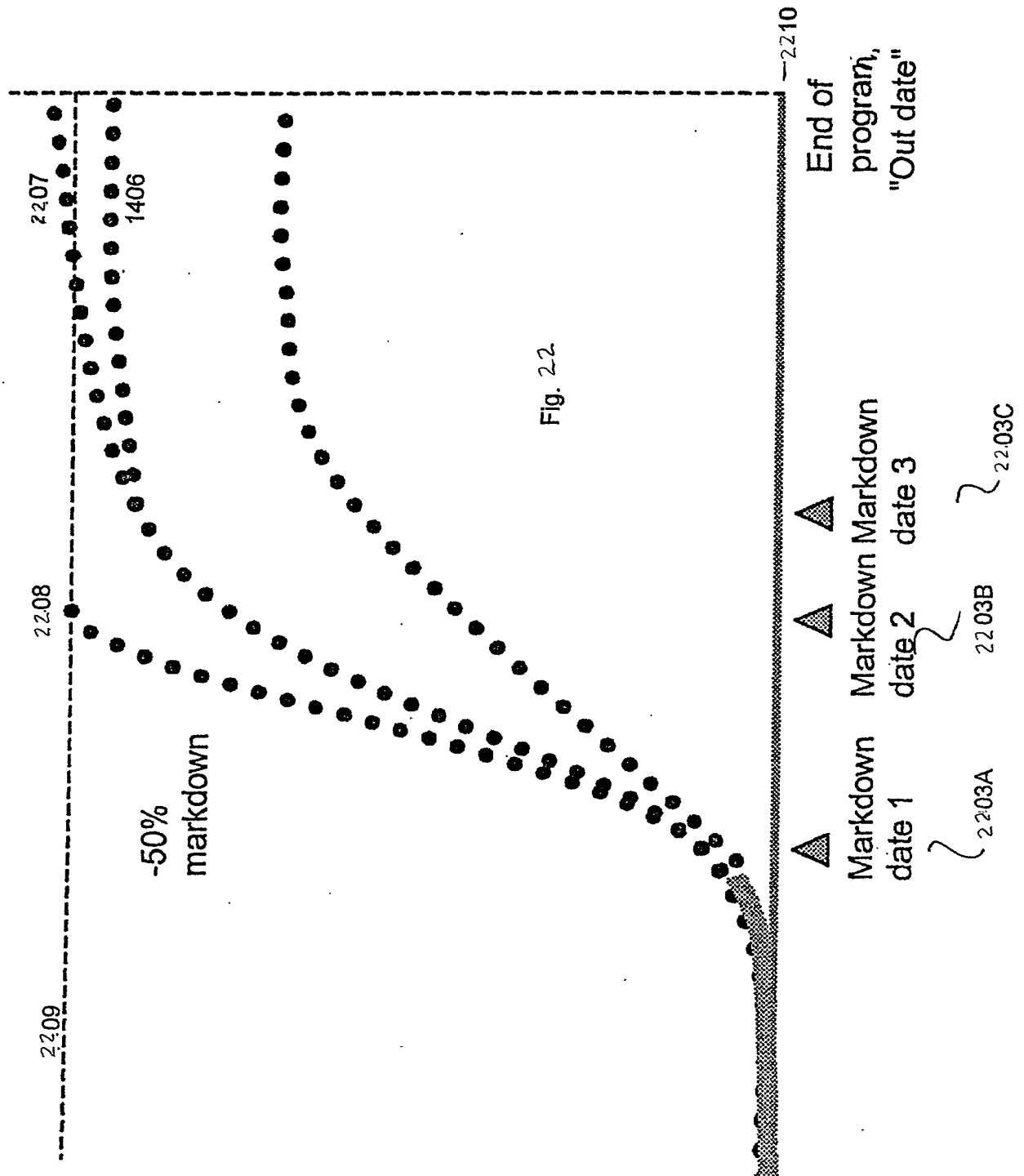


Fig. 21

FIG. 21

FIG. 22



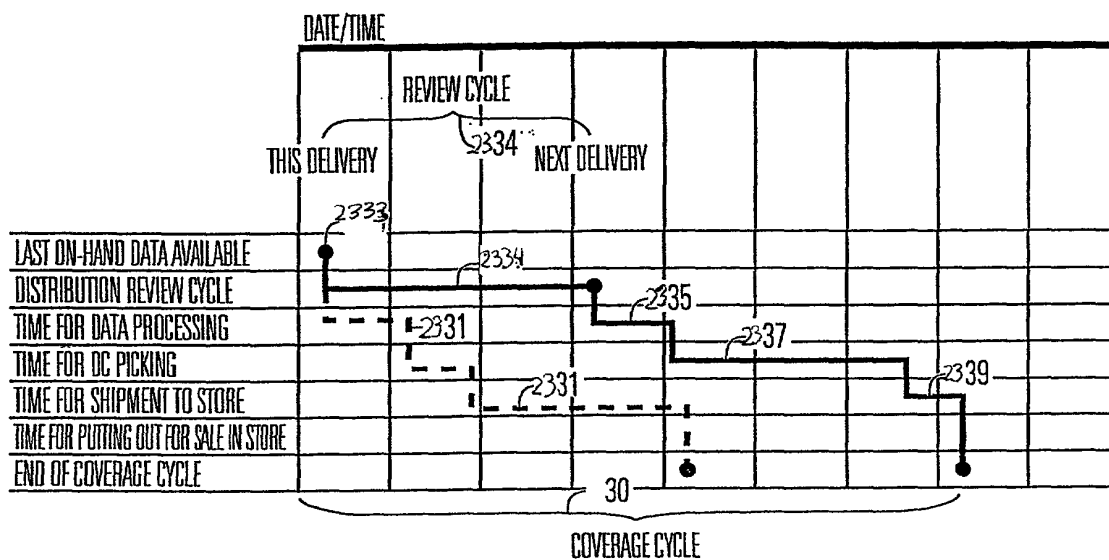


FIG. 23



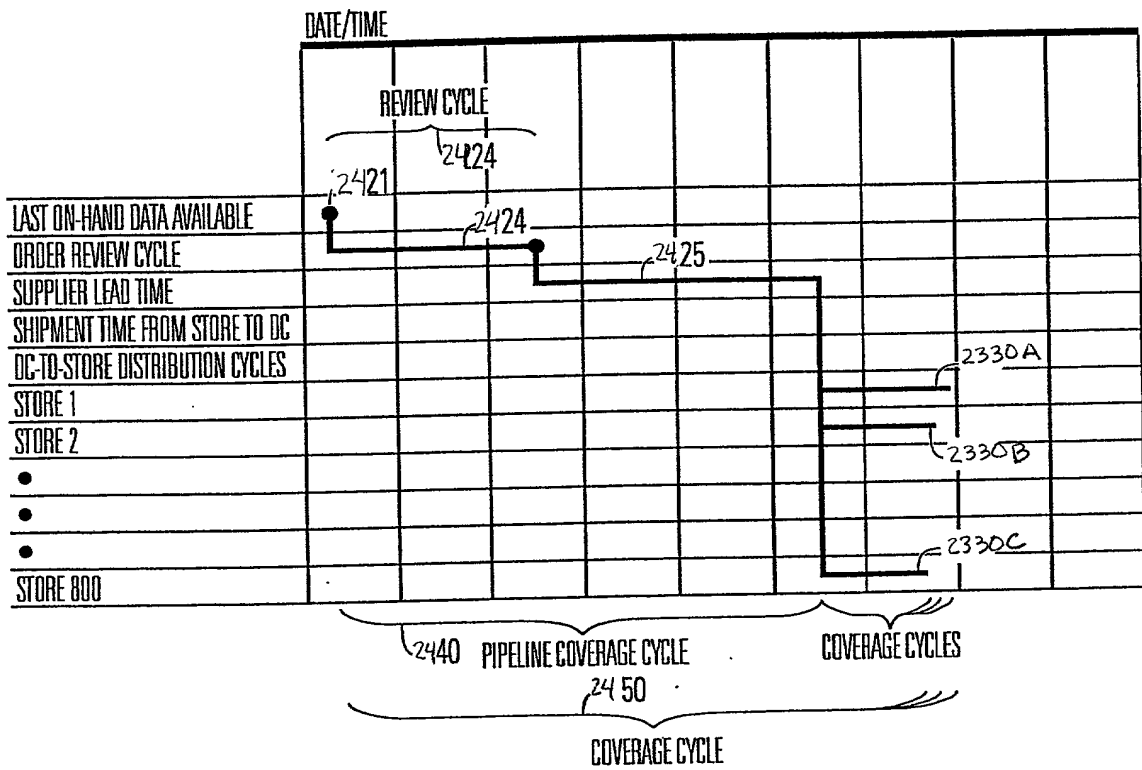


FIG. 24

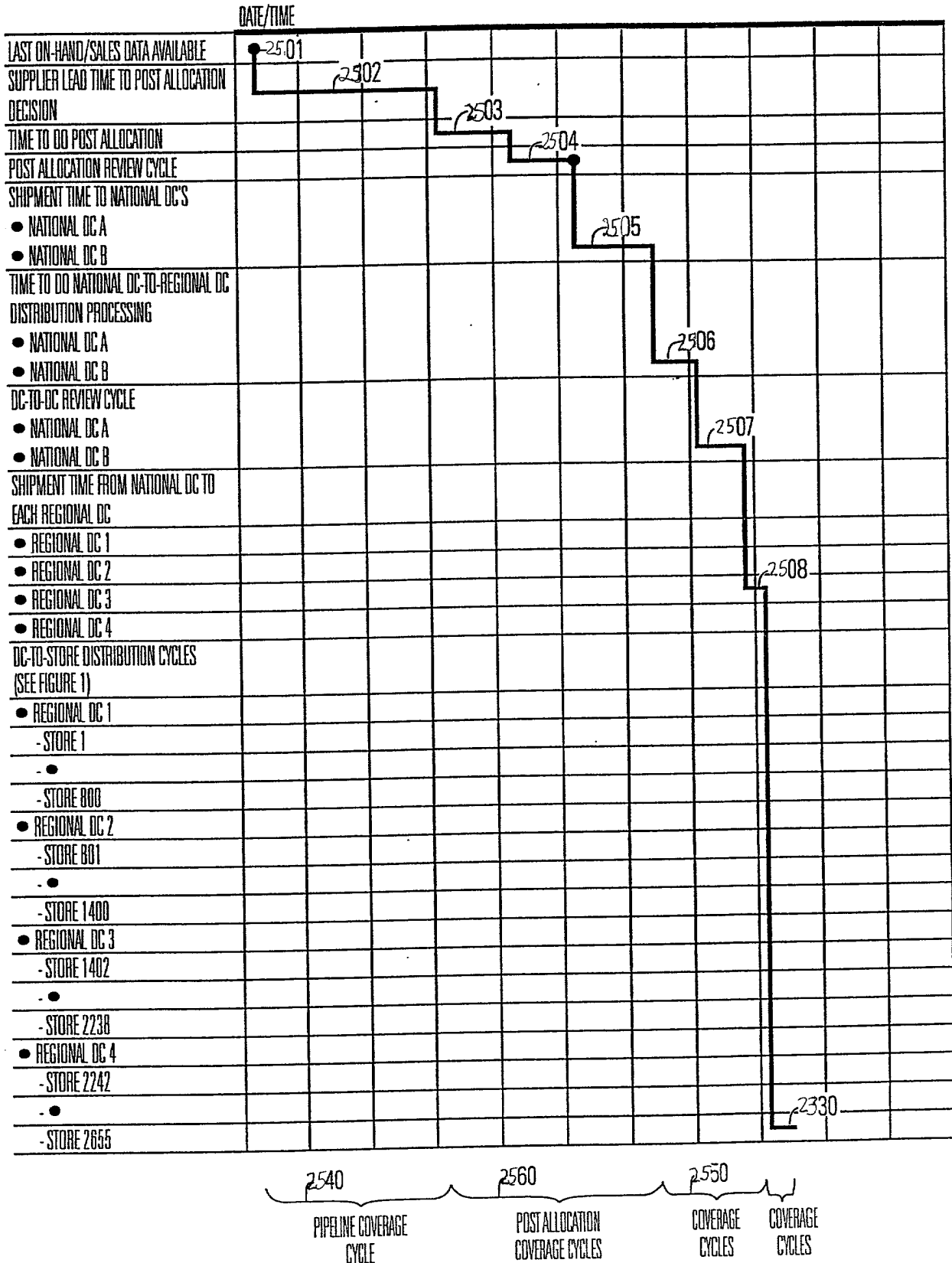
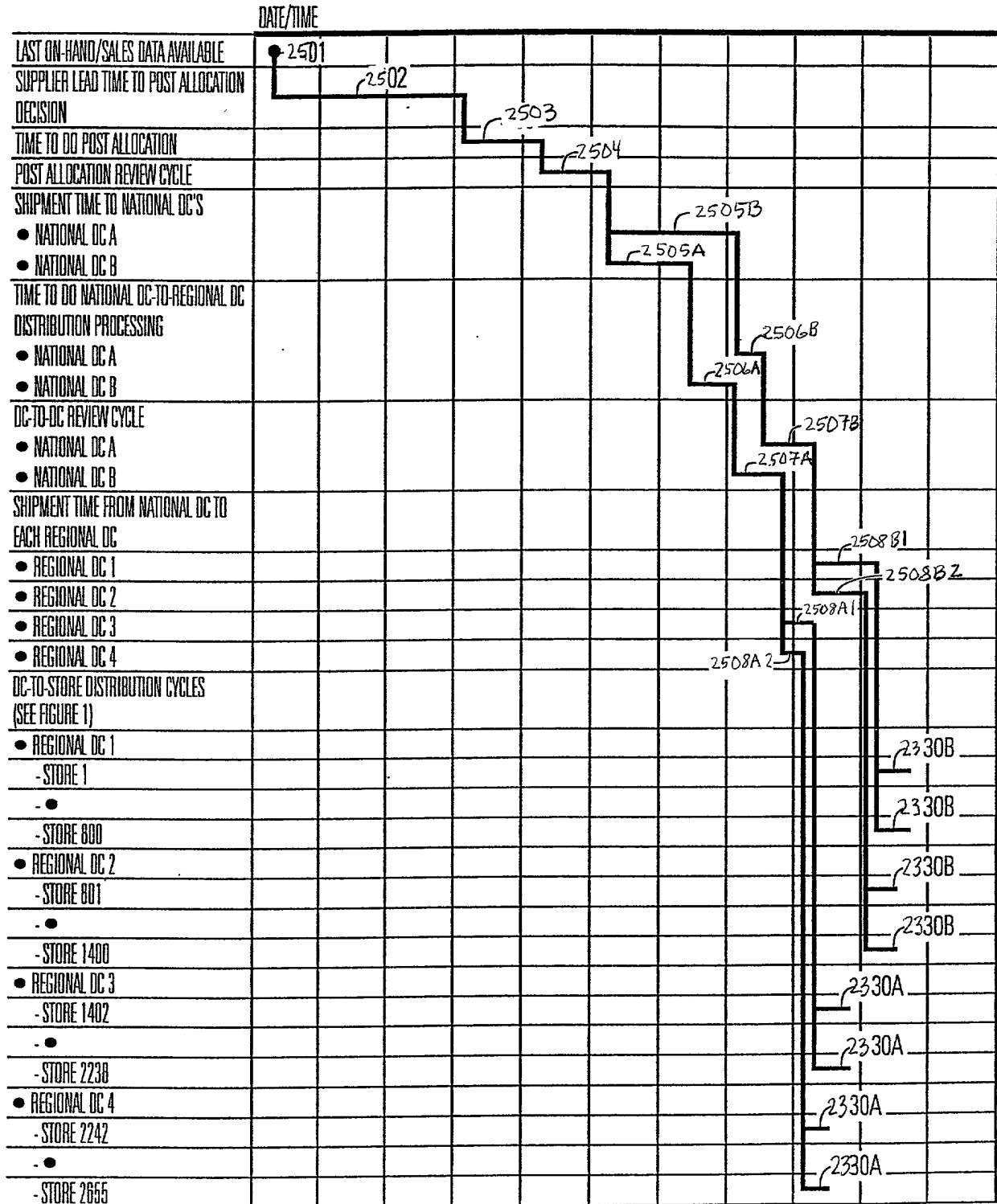


FIG. 25



PIPELINE
COVERAGE
CYCLE

POST ALLOCATION
COVERAGE CYCLES

NATIONAL
DISTRIBUTION
COVERAGE
CYCLES

DC-TO-STORE
COVERAGE CYCLES

FIG. 26

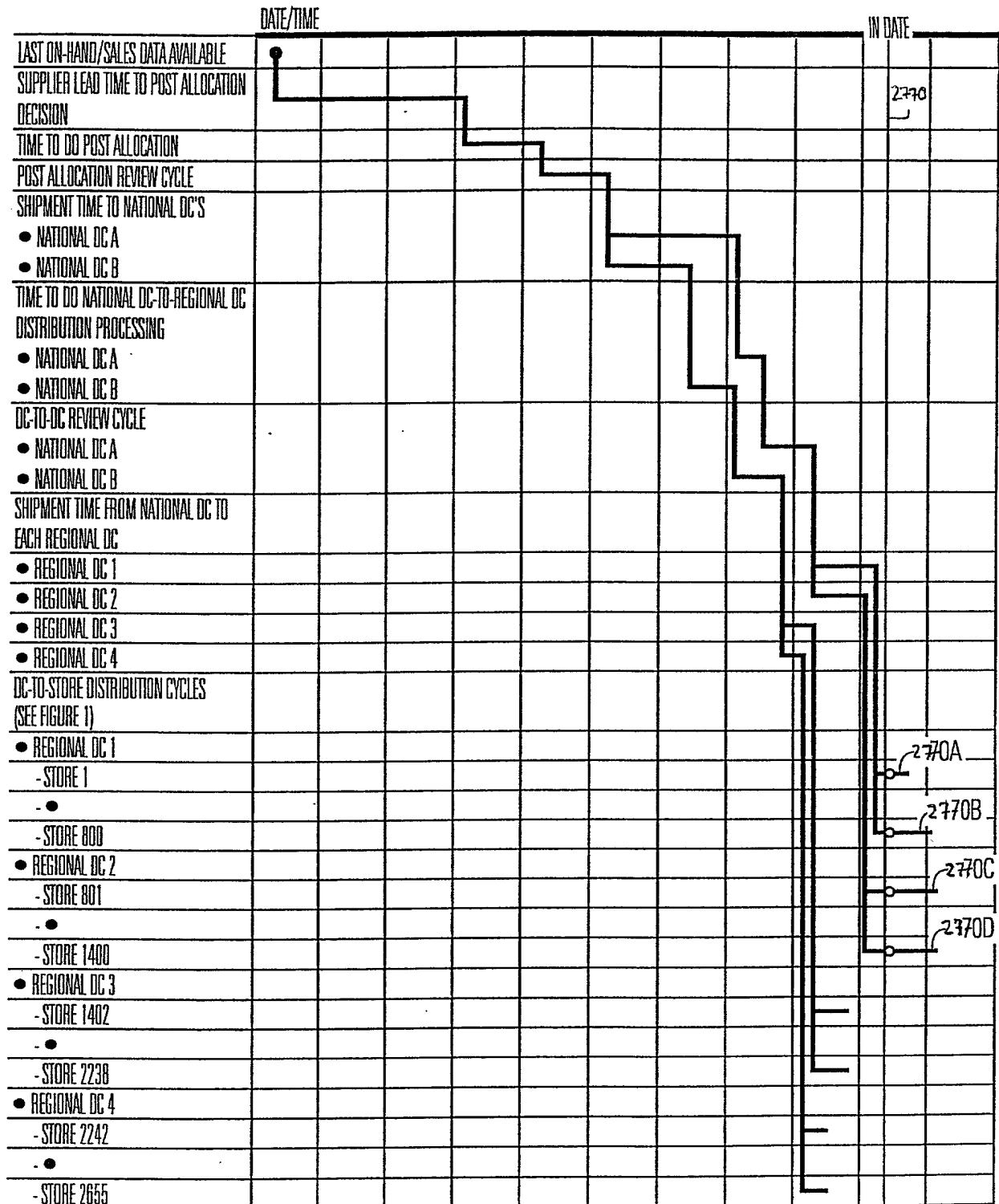


FIG.27

Bluefire Menu - [Product Location In/Out]

File Basic Fashion Markdown Presentation/Promo Planning System/Data Reports Window

All Products

Search:

ID	Name
<input type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING(*H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz (*H)
<input type="checkbox"/> 18	HAIR MAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 42
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(*H)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz

Deselect All View Product Tree View Other Trees

All Locations

Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE
<input type="checkbox"/> 0012	MALL OF NEW HAMPSHIRE

View Location Tree

☒ In Date

☒ Out Date

☒ Last PO Receive Date Level:

Add
Change
Delete
List
Close

SC111B

FIG. 28

Bluefire Menu - [Product Location In/Out]

File Basic Fashion Markdown Presentation/Promo Planning System/Data Reports Window

All Products

Search:

ID	Name
<input checked="" type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz.
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz.
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz.
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING(*H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz. (*H)
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(*H)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz.

All Locations

Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE

☐ By Location:

Level:

Coverage Cycle:

Lead Time:

☒ By Product and Location:

Activity Type:

Review Cycle:

Data Lag:

SC35

FIG. 29

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE																				
COVERAGE CYCLE		=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES		=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND		=	5 UNITS																	
STORE STARTING INTRANSIT		=	0 UNITS																	
		DAY																		
		0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)		5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)													XX							
FORECAST SALES (100% INSTOCK)			1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)			1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16

FIG. 30

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE WITH BACKORDER CONVERSION																			
COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
STOCKOUT TO BACKORDER CONVERSION	=	33 PERCENT																	
	DAY																		
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)	5.0	4.0	3.0	2.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1.0	1.0	1.0	1.0	1.0	1.0	2.0	2.0	2.0	2.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	25.0
FORECAST SALES (STOCKOUT CORRECTED)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0	16.0
FORECAST SALES (WITH BACKORDER CONVERSION)		1.0	1.0	1.0	1.0	1.0	0.3	0.7	0.7	0.7	0.7	3.0	3.0	1.0	1.0	1.0	1.0	1.0	19.0
FORECAST SALES (WITH BACKORDER CONVERSION AND BACKORDER DELIVERY LOG)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	6.0	3.0	1.0	1.0	1.0	1.0	1.0	19.0

FIG. 31

ON HAND OVERSTOCK CORRECTION EXAMPLE - TWO STORES																			
COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
	DAY																		
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
STORE 1																			
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	0	++	++	++	++	++	++	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16
STORE 2																			
ON HAND (END OF DAY)	45	44	43	42	41	40	39	37	35	33	31	28	25	24	23	22	21	20	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
TOTAL																			
ON HAND (END OF DAY)	50																		

FIG. 32

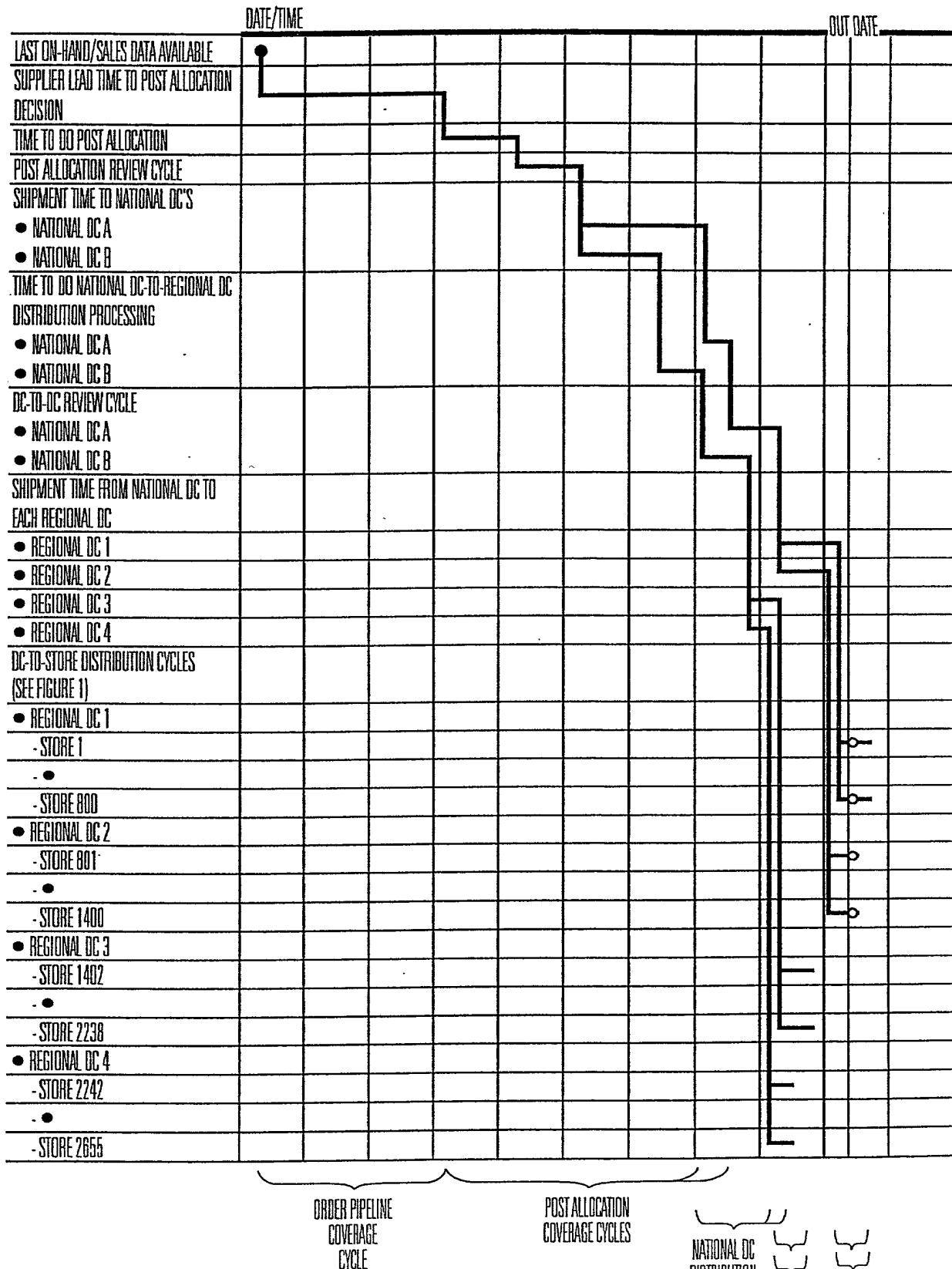


FIG. 33

REF ID: A66060

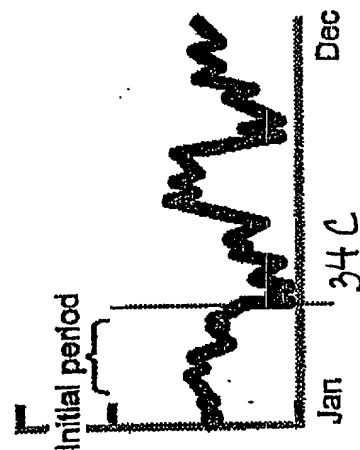
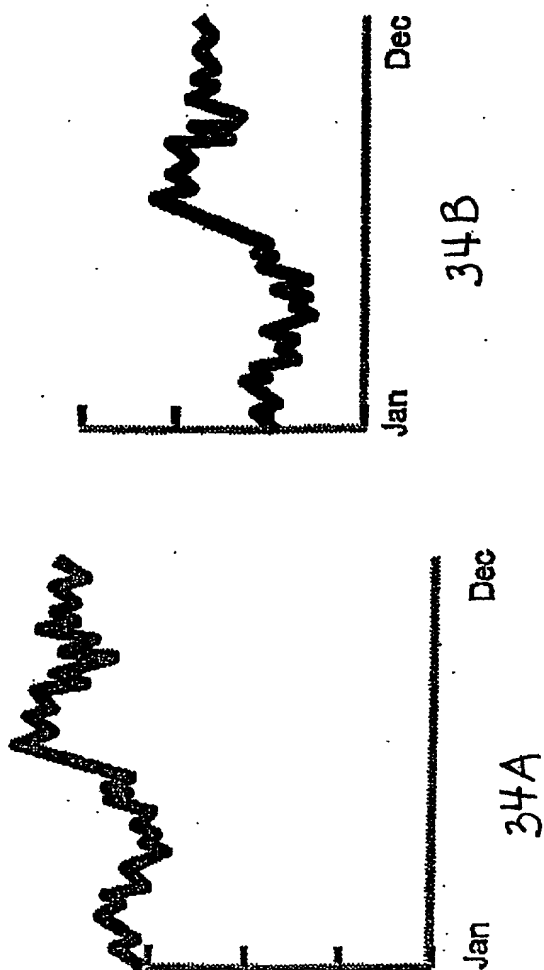


Figure 34

Figure 36

3605

Item Identifier	Location Identifier	Presentation Quantity	Start Date	End Date
921	301	5	10/12/2000	11/1/2000
921	302	6	10/12/2000	11/1/2000
921	303	8	10/12/2000	11/1/2000
921	304	5	10/12/2000	11/1/2000
921	305	5	10/12/2000	11/1/2000
922	301	8	10/12/2000	11/1/2000
922	302	9	10/12/2000	11/1/2000
922	303	11	10/12/2000	11/1/2000
922	304	8	10/12/2000	11/1/2000
922	305	8	10/12/2000	11/1/2000
.
.
.
102490	305	15	2/9/2001	3/1/2001

3602

3603

3608

3625

REF ID: A9250660

Figure 37

Item Identifier	Location Identifier	Date range identifier			
		10/12/2000 - 11/1/2000	11/2/2000 - 11/14/2000	11/15/2000 - 11/24/2000	
921	301	5	10	12	12
921	302	6	11	9	9
921	303	8	13	11	11
921	304	5	10	15	15
921	305	5	10	12	12
922	301	8	13	18	18
922	302	9	14	19	19
922	303	11	16	18	18
922	304	8	13	23	23
922	305	8	13	11	11
.
.
.
102490	305	15	20	31	31

Figure 38

Fixture Identifier		Date range Identifier				Item Identifier	
		10/12/2000 - 11/7/2000	11/7/2000 - 11/14/2000	11/14/2000 - 11/15/2000	11/15/2000 - 11/24/2000		
table 1	921	5	10	12	6	table 1	301
table 1	922	3	8	6		table 1	301
							301
table 1	102490	8	12	22		wall 56	301
table 1a	921	6	11	9			
table 1a	922	3	8	13			
							305
						wall 56	305
table 1a	102490	15	20	31			
table 2	921	8	13	11			
table 2	922	3	8	13			
table 2	102490	15	20	31			
wall 56	921	6	11	13			
wall 56	102490	15	20	31			

Location Identifier		Date range Identifier				Item Identifier	
		10/12/2000 - 11/7/2000	11/7/2000 - 11/14/2000	11/14/2000 - 11/15/2000	11/15/2000 - 11/24/2000		
table 1	301	1	0	0	1	table 1	301
table 1a	302	0	1	0	0	table 1a	302
table 2	303	0	1	1	0	table 2	303
	304	0	1	0	0		304
wall 56	305	0	0	0	0	wall 56	305

FIGURE 39

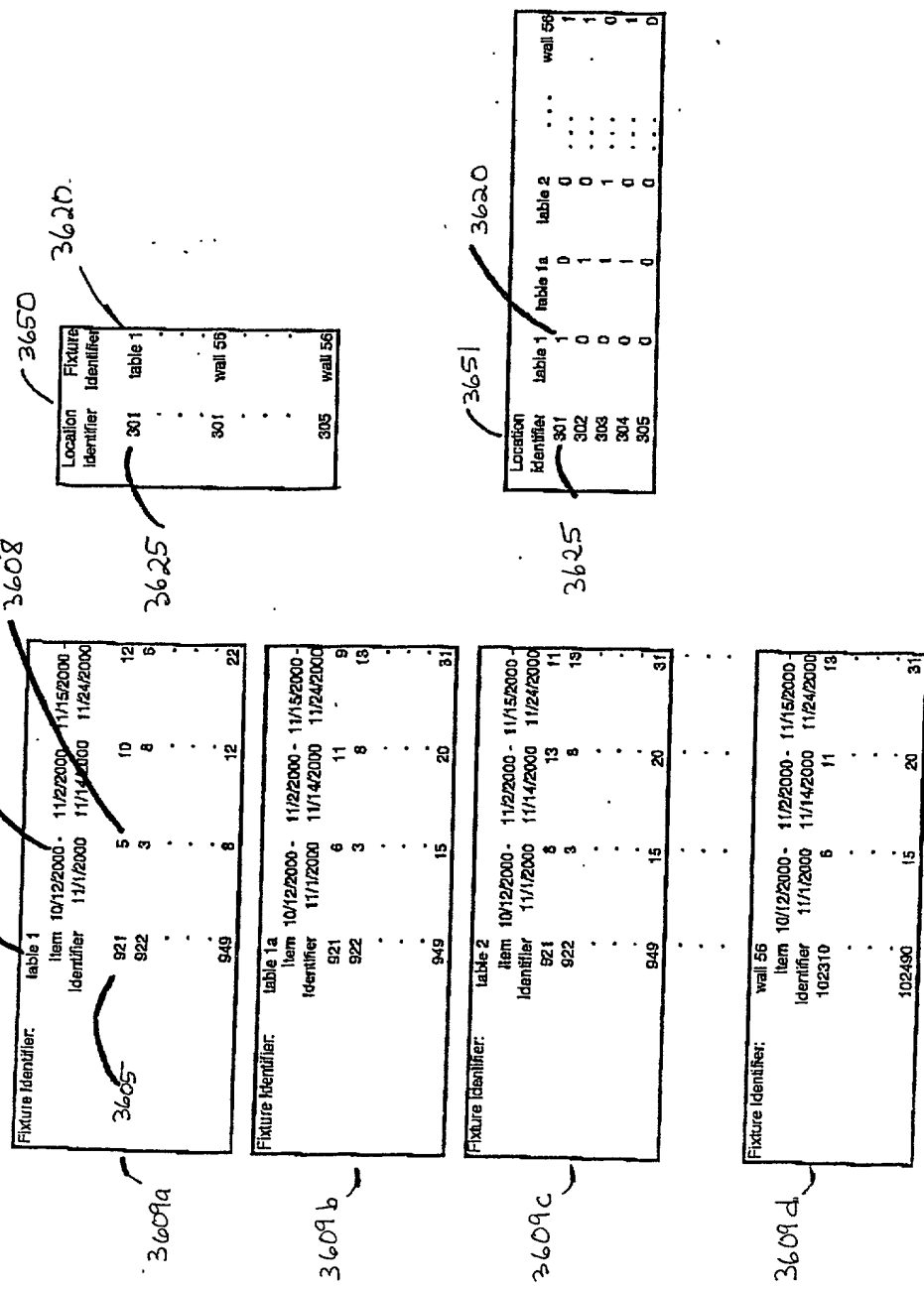
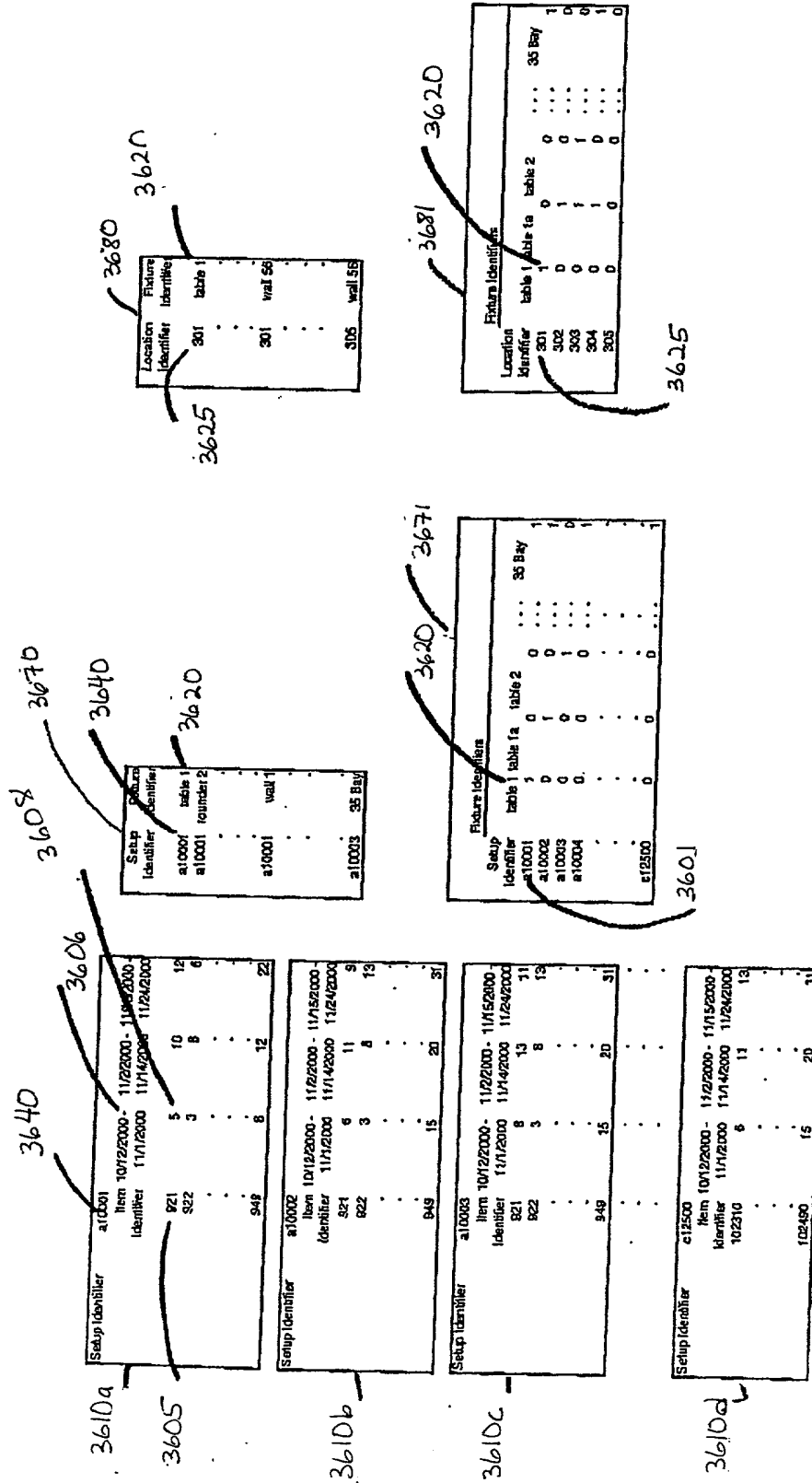
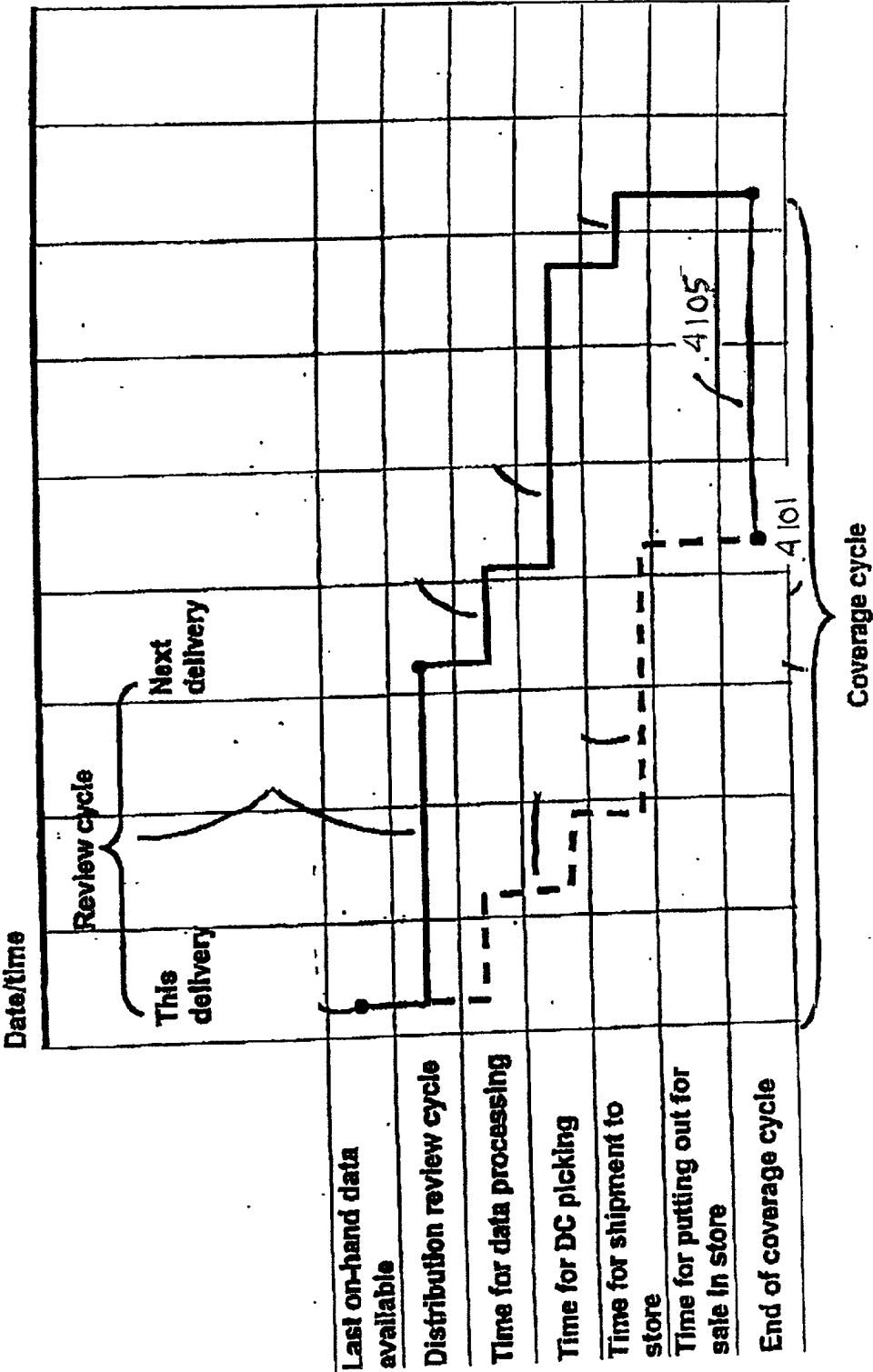


FIGURE 40



REF ID: A55060

Figure 41



REF ID: A66500

Figure 42

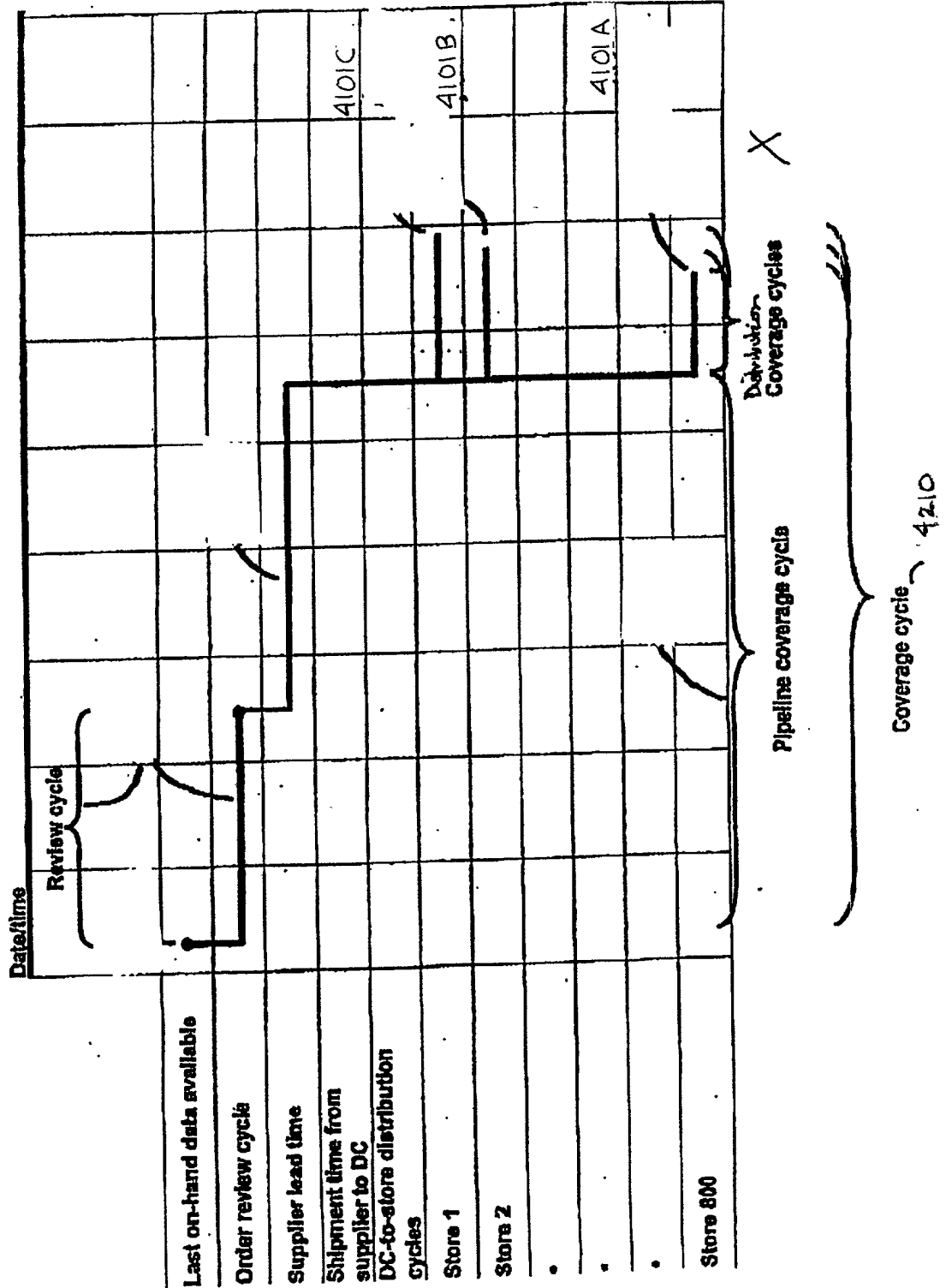
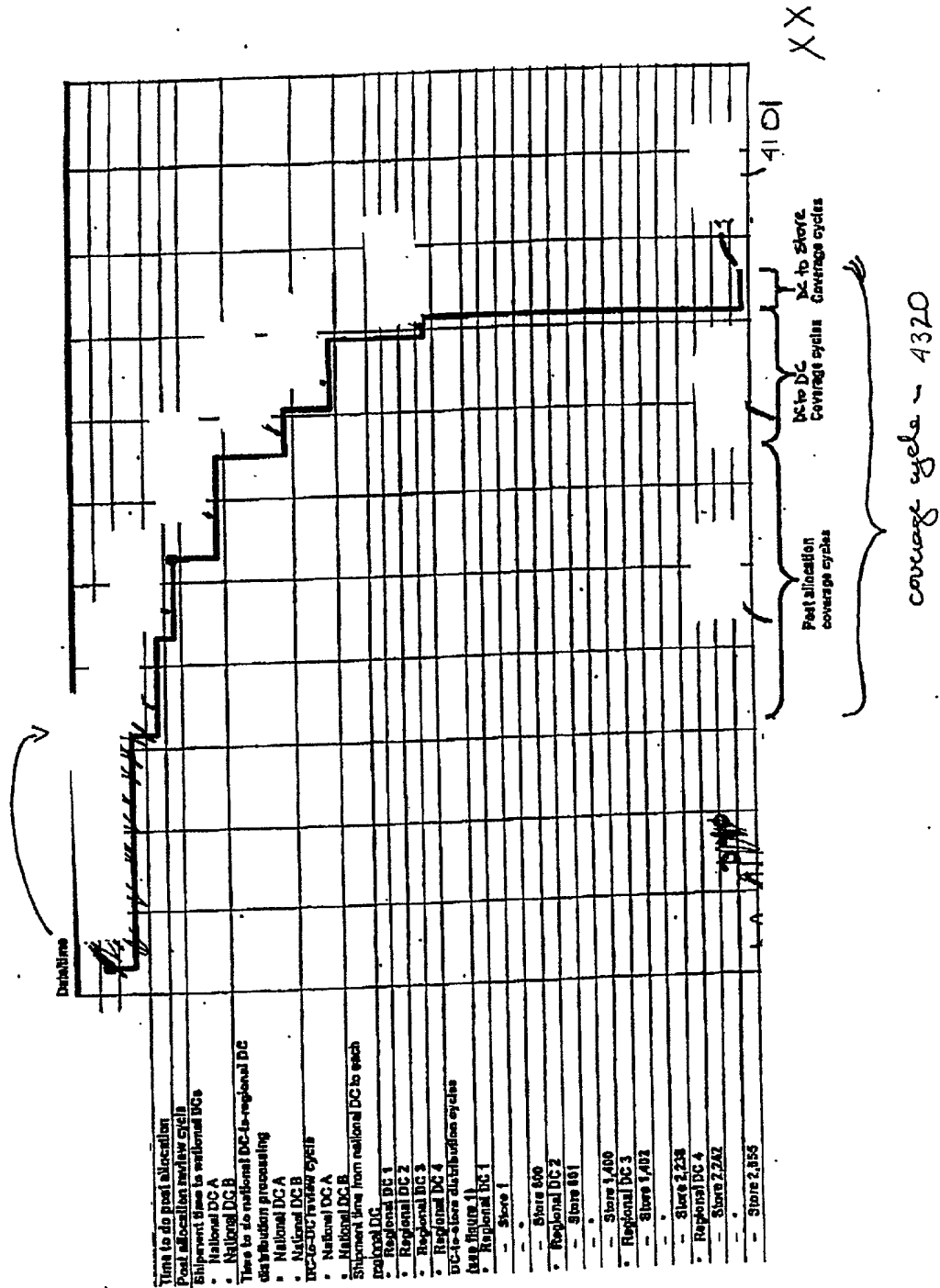


Figure 43



OTB DEPARTMENT REPORT
Activity: Class 0053
UserID: 'RAYL'
Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)	EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)
August-00	\$8,631,589	\$1,734,905	\$0	\$24,390	\$0	\$3,021	\$1,494,350	\$8,844,733	\$8,871,030	\$26,297
September-00	\$8,844,733	\$1,581,986	\$0	\$20,897	\$0	\$4,032	\$1,759,694	\$8,642,097	\$8,935,700	\$293,603
October-00	\$8,642,097	\$592,218	\$9,900	\$10,982	-\$50,235	\$2,109	\$1,683,099	\$7,579,459	\$9,353,890	\$1,774,431
November-00	\$7,579,459	\$435,480	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946	\$6,261,726	\$9,875,040	\$3,613,314
December-00	\$6,261,726	\$0	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772	\$3,858,861	\$9,104,530	\$5,245,689
January-01	\$3,858,861	\$0	\$4,031	\$0	\$0	\$2,971	\$1,801,433	\$2,050,426	\$9,012,500	\$6,962,074
February-01	\$9,284,921	\$0	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106	\$9,284,159	\$9,324,000	\$8,943,036
March-01	\$9,326,516	\$0	\$0	\$0	\$0	\$3,243	\$1,801,438	\$9,370,479	\$9,245,000	\$9,245,000
April-01	\$9,373,722	\$0	\$0	\$9,086	\$0	\$2,165	\$1,743,327	\$9,440,653	\$9,378,600	\$9,378,600
May-01	\$9,451,904	\$0	\$0	\$0	\$0	\$3,198	\$1,801,438	\$9,569,508	\$9,458,900	\$9,458,900
June-01	\$9,572,706	\$0	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327	\$9,259,896	\$9,210,020	\$9,210,020
July-01	\$9,305,439	\$0	\$0	\$0	\$0	\$2,642	\$1,801,438	\$9,171,738	\$9,198,000	\$9,198,000
	4420	4421	4422	4423	4424	4425	4426	4427	4428	4429

Figure 44

OTB ITEM REPORT
 Activity: Class 0053
 UserID: 'RAYL'
 Report date: 8/8/2000

SKU number	SKU Description	Month	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)
90421	15 - 34 Mens White Pinpoint Oxford Shirt	August-00	\$198,527	\$198,527	\$40,594	\$0	\$0	\$561	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	September-00	\$204,120	\$204,120	\$41,756	\$0	\$0	\$481	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	October-00	\$204,830	\$204,830	\$45,287	\$0	\$205	\$253	-\$1,155
90421	15 - 34 Mens White Pinpoint Oxford Shirt	November-00	\$212,055	\$212,055	\$0	\$44,244	\$311	\$481	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	December-00	\$171,731	\$215,975	\$0	\$28,019	\$1,375	\$695	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	January-01	\$116,465	\$188,729	\$0	\$34,987	\$93	\$0	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	February-01	\$74,871	\$182,102	\$0	\$38,840	\$347	\$572	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	March-01	\$36,473	\$182,544	\$0	\$42,519	\$0	\$0	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	April-01	\$0	\$183,556	\$0	\$41,895	\$0	\$209	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	May-01	\$0	\$185,095	\$0	\$44,212	\$0	\$0	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	June-01	\$0	\$187,800	\$0	\$33,949	\$715	\$278	\$0
90421	15 - 34 Mens White Pinpoint Oxford Shirt	July-01	\$0	\$180,605	\$0	\$39,419	\$0	\$0	\$0
4501		4510	4511	4512	4513	4514	4515	4516	4517
4502									

Other Discounts (dollars)	Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock (dollars)	Statistical Overstock Above MOQ with PO (dollars)
\$69	\$34,370	\$204,120	\$204,120	\$205,000	\$880	\$880	\$4,058	\$0	\$0
\$93	\$40,473	\$204,830	\$204,830	\$205,615	\$785	\$785	\$4,326	\$0	\$0
\$49	\$38,711	\$212,055	\$212,055	\$215,025	\$2,970	\$2,970	\$3,014	\$0	\$0
\$112	\$39,421	\$171,731	\$215,975	\$230,010	-\$30,210	\$14,035	\$0	\$0	\$0
\$139	\$53,056	\$116,465	\$188,729	\$207,471	-\$53,521	\$18,742	\$0	\$0	\$0
\$68	\$41,433	\$74,871	\$182,102	\$209,094	-\$80,239	\$26,992	\$0	\$0	\$0
\$55	\$37,423	\$36,473	\$182,544	\$212,350	-\$116,265	\$29,806	\$0	\$0	\$0
\$75	\$41,433	\$0	\$183,556	\$214,474	-\$157,672	\$30,918	\$0	\$0	\$0
\$50	\$40,097	\$0	\$185,095	\$216,618	-\$216,618	\$31,523	\$0	\$0	\$0
\$74	\$41,433	\$0	\$187,800	\$218,784	-\$218,784	\$30,985	\$0	\$0	\$0
\$54	\$40,097	\$0	\$180,605	\$220,972	-\$220,972	\$40,367	\$0	\$0	\$0
\$61	\$41,433	\$0	\$177,530	\$223,182	-\$223,182	\$45,652	\$0	\$0	\$0
4518	4519	4520	4521	4522	4523	4524	4525	4526	4527
4528	4529								

Figure 45

OTB DEPARTMENT REPORT
Activity: Class 0053
UserID: 'RAYL'
Report date: 8/6/2000

Month	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)
August-00	\$8,631,589	\$8,631,589	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021
September-00	\$8,844,733	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032
October-00	\$8,642,097	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109
November-00	\$7,579,459	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875
December-00	\$6,261,726	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054
January-01	\$3,858,861	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971
February-01	\$2,050,426	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391
March-01	\$380,964	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243
April-01	\$0	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165
May-01	\$0	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198
June-01	\$0	\$8,195,751	\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,356
July-01	\$0	\$7,982,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642
4/6/10	4/6/11	4/6/12	4/6/13	4/6/14	4/6/15	4/6/16	4/6/17	4/6/18

Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)
\$1,494,350	\$8,844,733	\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,780,855	\$484,905
\$1,759,694	\$8,642,097	\$8,905,633	\$8,935,700	\$293,803	\$30,067	\$188,078	\$2,864,784	\$531,986
\$1,683,099	\$7,579,459	\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$357,218
\$1,713,946	\$6,261,726	\$9,420,776	\$9,875,040	\$3,613,314	\$454,264	\$20,712	\$2,573,306	\$215,480
\$2,306,772	\$3,858,861	\$8,236,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$125,289
\$1,801,433	\$2,050,426	\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,406,190	\$67,930
\$1,627,106	\$380,964	\$7,967,252	\$9,324,000	\$8,943,036	\$1,356,748	\$0	\$2,412,804	\$0
\$1,801,438	\$0	\$8,011,216	\$9,245,000	\$1,233,784	\$1,233,784	\$0	\$2,369,028	\$0
\$1,743,327	\$0	\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0
\$1,801,438	\$0	\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149	\$0	\$2,561,743	\$0
\$1,743,327	\$0	\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,062	\$0
\$1,801,438	\$0	\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0
4/6/19	4/6/20	4/6/21	4/6/22	4/6/23	4/6/24	4/6/25	4/6/26	4/6/28

Figure 4.6

OTB DEPARTMENT REPORT
 Activity: Class 0053
 UserID: 'RAYL'
 Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)
August-00	\$8,631,589	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021	\$1,494,350
September-00	\$8,874,769	\$1,581,988	\$233,501	\$0	\$20,897	\$0	\$4,032	\$1,759,894
October-00	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099
November-00	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946
December-00	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054	\$2,308,772
January-01	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971	\$1,801,433
February-01	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106
March-01	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243	\$1,801,438
April-01	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165	\$1,743,327
May-01	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198	\$1,801,438
June-01	\$8,195,751	\$0	\$1,478,080	\$31,093	\$12,094	\$0	\$2,356	\$1,743,327
July-01	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642	\$1,801,438
	↑	↑	↑	↑	↑	↑	↑	↑
	4710	4712	4713	4714	4715	4716	4717	4718
	↑	↑	↑	↑	↑	↑	↑	↑
	4719							

EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)	Statistical Overstock Above MOQ with PO (dollars)
\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$178,443	\$2,780,855	\$484,905	\$426,819	\$170,728
\$8,905,633	\$8,935,700	\$293,603	\$30,067	\$188,078	\$2,864,784	\$531,986	\$617,647	\$308,823
\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$367,218	\$210,759	\$117,088
\$9,420,776	\$9,875,040	\$3,613,314	\$454,264	\$20,712	\$2,573,308	\$215,480	\$94,539	\$52,522
\$8,236,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$125,289	\$92,350	\$62,765
\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,406,190	\$87,930	\$46,449	\$25,805
\$7,967,252	\$9,324,000	\$8,943,036	\$1,356,748	\$0	\$2,412,804	\$0	\$0	\$0
\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,794	\$0	\$2,369,028	\$0	\$0	\$0
\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0	\$0	\$0
\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149	\$0	\$2,561,743	\$0	\$0	\$0
\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,062	\$0	\$0	\$0
\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0	\$0	\$0
	↑	↑	↑	↑	↑	↑	↑	↑
	4721	4722	4723	4724	4725	4726	4727	4728
	↑	↑	↑	↑	↑	↑	↑	↑
								4729

Figure 47

OTB DEPARTMENT REPORT

Activity: IBS Dept 12 OTB

UserID: 'AP01C'

Report date: 5/5/2001

Fiscal Year	Fiscal Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	PERM Markdown (dollars)	Promo Discount (dollars)	Other Change (dollars)	SRP Change (dollars)	Production Need (dollars)	Change In Total Unfilled Production Need (dollars)
2002	3	\$14,743,015	\$2,557,658	\$0	\$0	\$21,568	\$0	\$0	\$163,322	\$0
2002	4	\$14,071,372	\$2,566,047	\$0	\$316,663	\$91,417	\$0	\$0	\$202,332	\$83,293
2002	5	\$12,470,927	\$5,879,262	\$1,600,224	\$0	\$150,951	\$0	\$0	\$789,079	-\$34,404
2002	6	\$15,559,873	\$1,698,072	\$1,133,130	\$0	\$49,631	\$0	\$0	\$1,956,573	-\$48,889
2002	7	\$12,497,152	\$561,180	\$1,957,469	\$0	\$59,185	\$0	\$0	\$699,698	\$0
2002	8	\$11,273,057	\$1,055,532	\$2,401,040	\$0	\$10,756	\$0	\$0	\$0	\$0
2002	9	\$11,858,582	\$353,820	\$3,787,586	\$0	\$13,369	\$0	\$0	\$0	\$0
2002	10	\$12,787,073	\$353,820	\$3,914,370	\$0	\$28,868	\$0	\$0	\$0	\$0
2002	11	\$11,286,697	\$353,820	\$3,132,084	\$0	\$763	\$0	\$0	\$0	\$0
2002	12	\$12,119,963	\$250,140	\$2,912,406	\$0	\$0	\$0	\$0	\$0	\$0
2003	1	\$11,732,325	\$0	\$1,987,760	\$0	\$0	\$0	\$0	\$0	\$0
2003	2	\$11,076,576	\$0	\$2,558,016	\$0	\$0	\$0	\$0	\$0	\$0

4840

4841

All Stores	Revenue Budget (dollars)	Inventory at End (dollars)	Present Inventory Budget (dollars)	Actual OTB (dollars)	Stat OTB (dollars)	Lost Sales (dollars)	Total Unfilled Production Need (dollars)	Statistical Overstock (dollars)	Available Statistical Overstock Above MOQ (dollars)
\$2,973,852	\$2,816,928	\$14,071,372	\$14,000,000	-\$71,372	-\$71,372	\$206,608	\$0	\$1,203,852	\$0
\$3,639,373	\$2,432,167	\$12,470,927	\$12,200,000	-\$270,927	-\$270,927	\$80,258	\$83,293	\$839,028	\$0
\$3,416,106	\$2,517,575	\$15,559,873	\$15,800,000	\$1,360,097	\$240,127	\$42,402	\$48,889	\$521,969	\$0
\$3,839,831	\$2,905,285	\$12,497,152	\$12,200,000	\$3,030,506	-\$297,152	\$128,337	\$0	\$320,984	\$0
\$2,983,861	\$1,936,876	\$11,273,057	\$11,400,000	-\$4,563,860	\$126,943	\$77,950	\$0	\$220,897	\$0
\$2,860,291	\$1,976,235	\$11,858,582	\$12,000,000	-\$6,950,446	\$141,418	\$284,635	\$0	\$18,984	\$0
\$3,179,547	\$3,399,624	\$12,787,073	\$13,000,000	\$10,646,522	\$212,927	\$151,491	\$0	\$1,003	\$0
\$5,739,698	\$6,804,840	\$11,286,697	\$11,500,000	-\$11,146,522	\$213,303	\$63	\$0	\$59	\$0
\$2,651,875	\$1,956,154	\$12,119,963	\$12,300,000	\$12,080,000	\$180,037	\$24	\$0	\$0	\$0
\$3,550,184	\$2,724,119	\$11,732,325	\$11,900,000	\$11,735,000	\$167,675	\$28	\$0	\$0	\$0
\$2,643,510	\$0	\$11,076,576	\$11,300,000	\$11,251,000	\$223,424	\$27	\$0	\$0	\$0
\$2,632,780	\$0	\$11,001,811	\$11,300,000	\$11,279,990	\$298,189	\$27	\$0	\$0	\$0

4842

Figure 49

Figure 49

4901 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
4905 → Actual unit sales	10	10	10	10	10												
4910 → Projected unit sales						10	10	10	8	8	8	8	8	8	8	8	8
4915 → Cannibalization date									yes								
4920 → Cannibalization factor									-0.2								

↑ 4930

Figure 50

5001 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5005 → Actual unit sales	10	10	10	10	10												
5010 → Projected unit sales						10	10	10	8	8	8	8	8	6	6	6	6
5015 → Cannibalization date									yes				yes				
5020 → Cannibalization factor									-0.2				-0.25				

↑ 5030 ↑ 5040

T06720" 92250650

Figure 51

5101 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5105 → Actual unit sales	10	10	10	10	10	10	10	10	10	8	8	8	8	12	12	12	12
5110 → Projected unit sales																	
5115 → Cannibalization date									yes				yes				
5120 → Cannibalization factor									-0.2				0.5				

Figure 52

5201 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5205 → Actual unit sales	10	10	10	10	10	10	10	10	10	8							
5206 → Past unit sales cannibalization adjustment	-2	-2	-2	-2	-2	-2	-2	-2	-2								
5210 → Projected unit sales																	
5215 → Cannibalization date									yes								
5220 → Cannibalization factor									-0.2								

Figure 53

5301 → Date	3/4/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5305 → Actual unit sales	10	10	10	10	10	10	10	8	8	8	8	6	6			
5306 → Past unit sales cannibalization adjustment	-4	-4	-4	-4	-4	-4	-4	-2	-2	-2	-2	yes				
5310 → Projected unit sales														6	6	6
5315 → Cannibalization date								yes								
5320 → Cannibalization factor								-0.2				-0.25				
								↑ 5330				↑ 5340				

Figure 54

5401 → Date	3/4/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5405 → Actual unit sales	10	10	10	10	10	10	10	8	8							
5406 → Past unit sales cannibalization adjustment	-2	-2	-2	-2	-2	-2	-2									
5410 → Projected unit sales														6	6	6
5415 → Cannibalization date								yes								
5420 → Cannibalization factor								-0.2				yes	-0.25			
								↑ 5430				↑ 5440				